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I

EXTRACTS FROM TRANSCRIPT OF HEARINGS

Respondent's Supplement to Testimony

Printed in Petitioner's Appendix

Witness: CHARLES STANLEY ROGERS [Appendix to petitioner's brief at 94 et seq.]

[222] DIRECT EXAMINATION

* * * * *

[By Mr. MAYER:]

[229]

Q. All right, sir. Speaking with more particularity, will you describe Commission's Exhibit 4-E?

A. Yes. This shows our part number—this is P. & D. price sheet No. FJP-50, effective August 26, 1949, superseding all previous quotations, and these are the suggested prices we give out to the trade, the jobbers, showing our part number, the popularity key, so far as the popularity [230] of the item is concerned, and the list price and the jobber price. [231] * * * We don't know whether he sells it at that price or any other price, but we suggest that price as the list price and the net to the dealer.

* * * * *

[255]

Q. And, now, Mr. Rogers, directing your attention to Commission's Exhibit for identification 15-A, -B, -C, and -D, will you tell us what the document 15-A is, sir?

A. This document, 15-A, was the distributor's franchise [256] agreement, application and acceptance, and shows, in

the printed form, what the distributor has to do to qualify as a distributor and what performance he has to make.

* * * * *

[258]

Q. Now, sir, will you describe for us the documents that have been marked Commission's Exhibit for identification 17-A, -B and -C, sir? [259] * * * These are fuel pump contracts or agreements, and have been in use, I would say, starting in January 1950, to the best of my knowledge.

* * * * *

[By Mr. SCHRUP:]

[299]

Q. I also note a popularity key. Will you tell us what use is that.

A. Well, it explains itself right there. A means a very popular part, means it is a newer part. It is very popular as far as usage. As you note right there, B says "Fairly popular parts" and C says "Slow moving parts," and D says "Special parts, order on demand."

* * * * *

[304]

Q. Now, referring to that exhibit and the chart on it where it says the number of jobbers, 60 receiving 2%, is that what you have reference to?

A. That he said here, this 258 that worked under a rebate, rebate No. 1 and 2, and 92 that received the 10%.

* * * * *

[305]

Q. Now referring to Commission's Exhibit 20, and the charge there where it says, Number of jobbers 60, does that mean that those jobbers receive from the P. & D. Company only a 2% cash discount?

A. It means that they earn only a 2%. They could have earned up to 15 or 20.

Q. Did they receive any other rebate than the 2% cash discount?

A. Those figures Mr. Piffath has given you, that is what they received.

Q. Mr. Rogers, were there any customers of P. & D. Manufacturing [306] Company purchasing products from the P. & D. Manufacturing Company and getting a rebate on such products purchased of 20% and 2%, who had not signed the document such as Commission's Exhibit 15-A?

A. Any distributor that did business with the P. & D. signed those agreements. Some of them were lost, I think, but they all signed agreements in order to act as a distributor.

• • • • •

[310]

Q. Mr. Rogers, at the bottom on Commission's Exhibit 15-A, the agreement states: "It is mutually agreed that this franchise expires as of December 25th, 19 blank." Do you usually insert a time in those contracts?

A. I think the dates were inserted and I don't think the majority of them were renewed. They just carried on.

• • • • •

[321]

Q. Let me ask you this, sir: Are there any customers purchasing from the P. & D. Company who do so under no contract such as Commission's Exhibit 15-A, B or C?

A. To the best of my knowledge, Mr. Schrup, every customer didn't want to have a contract; some, maybe, do not have contracts or they have signed them and maybe we haven't got them in our files.

• • • • •

[333]

Q. Mr. Rogers, on Commission's Exhibit 20, the 258 customers listed as getting rebates 1 and 2, that means that they purchased under contracts 15-B and -C, which provides discounts ranging from 5% up to 15%?

A. Yes, sir.

Q. Now, turning then to the 9_ customers that get rebates of 10%, they get a rebate on 10% because of the purchases?

A. Yes, they also signed these two exhibits 15-B and -C.

Q. But notwithstanding that, they get a rebate of 10% on all purchases, regardless of amount?

A. The majority of them, as I remember, I don't know all the accounts, Mr. Schrup, what they did, some of them, or the majority, fellows that would say: "Wait a minute, we buy $2400 a year and we might buy $100 one month and $300 one month"—well, if the competitors do it we are going to do it, so we gave them the 10% regardless. There might [334] be some that don't earn it, but they get it due to competitive conditions.

Q. The same statement applies to the 86 customers on Commission's Exhibit 1—they receive a flat 15%?

A. Yes.

[335]

Q. Well, the jobbers holding Commission Exhibit 15-A, they get 20% and 2% on all purchases, regardless of how they re-sell them?

A. That is true . . .

[336]

Q. In addition to some of these jobbers that had contracts 15-B and -C, did not some of them also get a rebate of 10% and 2%, and other 15% and 2%?

A. Yes, I believe there are some that did.

Hearing Examiner BALLINGER: Well, that wasn't uniform, was it?

The WITNESS: No, that was the case of competition coming in, and in order to hold our account, we had to be competitive.

[351]

Q. Mr. Rogers, I will hand you Commission's Exhibits for identification 21 through 38. Would you take up each one and tell us what they are?

Hearing Examiner BALLINGER: Just tell us what they are.

The WITNESS: 21 is an IBM sheet that P. & D. uses as an office copy. This is a copy of the merchandise [352] that was shipped out to Stull Brothers in Pennsylvania.

Q. That reflects the parts furnished and the prices paid for them?

A. It shows the description of the parts, quantity, those items that were back orders, those that were shipped, the unit price and the total price. It also shows whether it was shipped parcel post or freight, and the customer's order and the date of the shipment and our order number.

Q. Mr. Rogers, does it make any difference—does Commission Exhibit 21 represent the invoice of a single shipment of the parts appearing thereon as the result of purchase by Stull Brothers from the P. & D. Manufacturing Company.

A. It does.

[353]

Q. On the date appearing on it?

A. It does.

Q. Would you refer to Commission's Exhibit 22-A and -B for identification?

A. This Exhibit 22-A is similar to Exhibit 21.

Q. Except that it is to a different party?

A. Except it is sent to Wints Auto Parts.

Hearing Examiner BALLINGER: It is the invoice of a single purchase?

The WITNESS: Yes, a single purchase. Their order number and the date shown.

Q. Invoice, Exhibit 21 for identification, and 22-A and -B for identification, do not disclose what rebates were received on those purchases?

A. None whatsoever. 23-A and -B is an invoice made out to Sterling Auto Supply of Scranton, Pennsylvania. It is similar to the other two I mentioned.

Q. That discloses a single shipment of parts purchased by Sterling Auto Supply?

A. Yes. • • •

• • • • •

[356]

Q. Mr. Rogers, with what buying groups has P. & D. Manufacturing Company entered into arrangements for the sale of P. & D. merchandise?

A. When you say buying groups, Mr. Schrup, I made the statement before, we never sold any buying groups and just to clear you up on the matter, the customers in a Six States co-operative group, whatever they call themselves, never meant anything to us. We have sold people like Tarbell-Watter [357] Standard Auto Gear, Mellor, for years, and when we were advised that they were going into a co-operative group and that instructions or orders would be sent through from the Six States, in order to save our business we went with Six States but we never did sign up with any groups.

Q. That is, you hold no formal contracts with Six States Associates?

A. Yes, now. We do business with Six States only.

Q. Do you have any formal contracts?

A. I believe there is. I believe there is a contract with them. I don't know. You would know, we gave it to you, Mr. Opdyke. Now you mentioned other groups. We have had the accounts for many, many years on our books, and when they come to us and say "We are joining up with A,

B or C cooperative," whatever it might be, in order to save our business, we have to go along with them or we would be out of business.

• • • • • •

A. I don't know why you call them buying groups. We call them warehouse distributors.

Q. Well, they are normally called in the trade buying [358] groups.

A. Whatever they are called, I don't know. I know there is a group in the southeast.

Q. What is the name of that?

A. I think it is the Southeast Distributors. It might be some other name.

Q. How many groups in number?

A. I believe there are only two in number that we do business with.

Q. Would that be Six States Associates, the one in Boston?

A. One.

Q. And I think Warehouse Distributors, Inc.?

• • • • • •

[359]

Q. Now referring to the Warehouse Distributors, would the Motor Supply Company of Charleston, West Virginia, be a customer of yours?

[360]

A. They are not customers of ours any longer. We are doing business with the Southeast, whatever they call themselves. We do not get any orders from them as we do from Six States. We do not get orders from people that you mentioned before like Tarbell-Watter or Standard Auto Gear. All our orders are sent into Six States. We do not do business with any of those people but one account.

Q. Is Phelps-Rogers of Washington, D. C., a customer of yours?

A. He was some time, but he is not a customer. He is with that group in the south.

Q. And John Rogers of Atlanta, Georgia?

A. I believe he buys some stuff through the group.

Q. What about the Auto-parts Warehouse in Chattanooga, Tennessee?

A. We did business with them quite a number of years ago, but they tied up with the group.

Hearing Examiner BALLINGER: Are they a member now of the group?

The WITNESS: Well, I mean, this is the Southeast.

[By Mr. SCHRUP:]

Q. Warehouse Distributors?

A. Warehouse Distributors.

Q. Chattanooga, Tennessee?

A. Chattanooga, Tennessee.

[361]

Q. Is there a firm by the name of Wombell Auto Parts?

A. Lexington, Kentucky.

Q. Are they customers of the P. & D. Company?

A. No, they are not. They might buy through the Southeast. They buy through the Southeast. We didn't have any of those in our books since they joined the group.

Q. Well, let's put it this way: When you say Southeast, you mean the Warehouse Distributors?

A. Warehouse Distributors.

* * * * * *

Witness: LOUIS J. ROAZEN: [Appendix to petitioner's brief at 107 et seq.]

* * * * * *

[367] DIRECT EXAMINATION

* * * * * *

[By Mr. SCHRUP:]

[368]

Q. Does your firm employ salesmen?

[369]

A. Yes.

Q. How many?

A. Fifteen.

Q. What is the territory covered?

A. In the same trading area of the branches.

[374]

Q. Now, Mr. Roazen, if we go to Commission's 39-A, in the left-hand corner or column, I should say, there is a terminology "Order For"; what name appears there?

A. The name of the supplier of the merchandise, in this case the P. & D.

Q. And right below that, "Ordered By"?

A. The purchaser or our own name, Standard Auto Gear.

Q. And to the right of the terminology "Ordered By", are the words "Ship To"?

A. In our case that is not necessary because everything comes into our central warehouse at Dorchester.

[375]

Q. That would be Standard Auto Gear in Dorchester, Massachusetts?

A. That is right.

Q. Underneath the terminology is "Quantity"; that is where the number of products ordered is set up?

A. Right.

Q. Word "Description"?

A. The nomenclature of the part number.

Q. And at the bottom of the page, "Six-State Associates By"; who signs that?

A. Somebody with authority to purchase in our own organization.

Q. A member of the Standard Auto Gear?

A. Right.

[377]

Q. Commission's Exhibit 40 for identification is related to Commission's Exhibits 39-A, -B and -C, is it not, sir?

A. That is right.

Q. This Commission's Exhibit 40 results after 39-A is forwarded, 40 follows?

A. It could very well.

Trial Examiner BALLINGER: It could very well?

The WITNESS: Yes.

Trial Examiner BALLINGER: Is that the practice?

The WITNESS: Yes.

[By Mr. SCHRUP:]

Q. Mr. Roazen, I will show you the document marked Commission's Exhibit 41 for identification; would you tell us what that is, please?

A. That is an actual bill from Six-State Associates.

Q. And that document follows the forwarding of Commission's Exhibit 39-A to the P. & D. Manufacturing Company and the receipt by you of the document marked Commission's Exhibit 40 for identification?

A. Yes.

* * * * *

[378]

Q. Now, Mr. Roazen, with reference to Commission's [379] Exhibits 42-A through -D, does the amount appear on that exhibit which corresponds to the amount which appears on Commission's Exhibits for identification and 41 for identification?

A. It does.

* * * * *

[386]

Q. Mr. Roazen, with reference to Commission's Exhibit 40 in the sum of $500.65 appearing thereon resulting from the discount of 15 per cent of $589.00, to whom was the sum of $500.65 paid to?

A. Six-State Associates.

Q. That was as a result of the statement appearing on Commission's Exhibit 41?

A. Yes.

Q. Now, the statement that is Commission's Exhibit 41 is incorporated in Commission's Exhibit 42-A; it is not, sir?

A. Yes.

[387]

Q. And that is the same $500.65 appearing thereon opposite the arrow?

A. That is right, $500.65.

Q. That appears on Commission's Exhibit 42-A?

A. Yes.

Q. Now, the goods that were thus paid for by you were shipped direct from P. & D. to the Standard Auto Gear Company of Dorchester, Massachusetts?

A. Yes.

* * * * *

[390]

Q. On the monthly merchandise payments that you make to Six-State Associates do you receive a 2 per cent discount for cash?

[391]

A. We are so permitted by the manufacturer.

Trial Examiner BALLINGER: Do you exercise your right; do you take it?

The WITNESS: Yes, oh yes, if I may say, off the record, when we have the funds available.

* * * * *

[By Mr. SCHRUP:]

Q. Mr. Roazen, in the purchase of merchandise for resale, is the cash discount of 2 per cent important to you?

* * * * *

[392]

The WITNESS: The answer is yes.

Q. Why is that.

• • • • •

The WITNESS: The amount that you are able to show as a profit which the company realizes is by availing yourself of the cash discounts. It is quite often the difference between a profit and a loss in any particular year.

• • • • •

[395] REDIRECT EXAMINATION

[By Mr. SCHRUP:]

[396]

Q. Mr. Roazen, on direct examination, as I recall, you testified prior to joining up as a member of Six-State Associates you received 15 per cent rebate on purchases of P. & D. products?

A. Yes.

Q. And that you now receive that same percentage?

A. Correct.

Q. I believe you also testified that in answer of a question by Mr. Cassedy that Six-State Associates as a result of this transaction which you have described in Boston by Commission's Exhibits 39 through 41 received a 20 per cent rebate or a 20 per cent and 2 per cent rebate?

A. I believe that to be correct.

Q. Now, in addition to the 15 per cent rebate and the 2 per cent rebate that you receive on the face of the invoice, I believe you testified originally you share in the addition to the rebate that was prior received from Six-State Associates on that purchase transaction?

A. That is right.

Q. Your share on that is on the amount of purchases you made of the P. & D. products?

A. That is right.

Trial Examiner BALLINGER: Anything further?

Mr. SCHRUP: One other question.

[397]

[By Mr. Schrup:]

Q. On your prior purchases from P. & D. Manufacturing Company before joining the Six-State Associates, did you additionally receive a 2 per cent cash discount in addition to the 15 per cent discount?

A. That will have to be a matter of memory. At the present moment my memory tells me that we did not. I may be wrong but that is my present recollection.

Q. At that time you didn't hold a contract with the P. & D. Manufacturing Company?

A. No contract.

Q. Just a verbal agreement?

A. That is right.

* * * * *

Witness: Arthur C. Marquardt [Appendix to potitioner's brief at 111 et seq.]

[399] Direct Examination

* * * * *

[408]

Q. I would like to hand you, Mr. Marquardt, Commission's Exhibit 39-C, the pink copy of the purchase order, how is that processed when it is received by Six-State Associates?

A. Well, we turn some of these purchase orders over to our associate members, the directors of our company who are our associate accounts, to enable them where the case requires to enter an order on this form directly with the manufacturer to save time so as to not be necessary to contact my office here in Boston if they are located in Burlington, Vermont.

* * * * *

[409]

Q. The invoices and monthly statement that you invoice purchasers of P. & D. products, do they provide for a volume rebate and 2 per cent for cash?

A. Yes.

Q. Will you tell us how that works?

A. It varied. In the case of Standard Auto Gear and The [410] Tarbell-Watters Company we extended a volume rebate of 15 per cent right on the face of our invoice for their P. & D. purchases. In the case of William T. Manning Company and Mellor's Auto Parts we extended a 10 per-cent volume rebate.

Q. Will you tell us the occasion why you arrived at 15 for some and 10 per cent for others?

• • • • •

A. To answer your question, we were aware of the fact that the first two mentioned companies, Standard Auto Gear Company and The Tarbell-Watters Company had qualified and were receiving a 15 per cent discount direct from P. & D. prior to our arrangements of purchasing through Six-State Associates, and we therefore continued to extend the 15 per cent discount [411] to those two companies who had enjoyed that before and the regular 10 per cent which was passed on to other companies, Manning and Mellor's was the 10 per cent which was generally in vogue, as we understood it, to all P. & D. accounts that had certain quantity purchasing ability.

• • • • •

[416].

Trial Examiner BALLENGER: Speaking of products, they are all the same type of product, automotive ignition parts. Of course, there are numerous items in the ignition parts.

Are those parts standardized?

The WITNESS: Fairly well, Mr. Examiner. They vary as to fitting certain cars.

Trial Examiner BALLENGER: Other than fitting and application to the different cars, are they standardized?

The WITNESS: Fairly so.

• • • • •

[422]

[By Mr. Schrup:]

Q. Mr. Marquardt, the top line on this exhibit reading from the amount of $16,989.67; what does that represent?

A. Represents the total billings of the amount of our purchases from P. & D. including parcel post and freight during the year 1950.

[423]

Q. As made by Six-State Associates?

A. As made by Six-State Associates.

Q. As made by these four members through Six-State Associates?

A. That is right.

Q. The figure 3,649.30, what does that represent?

A. That is the rebate credited to Six-State Associates by P. & D. Manufacturing Company.

Q. That is with reference to purchase orders signed by Manning, Mellor's, Standard Auto Gear and Tarbell-Watters?

A. I wouldn't say entirely so. Some of those quite possibly may have been issued by our office and signed by us.

Q. And what is the figure 275.28 appearing under the sum of 3,649.30?

A. That is the cash discount earned by Six-State Associates in the payment of our account with P. & D. Manufacturing Company on the discount date.

Q. Now, over on the right-hand column we have the figure $16,989.67 which you have explained and underneath that we have the figure 3,374.02, what does that represent?

A. That is the sum of the two figures we just talked about, the rebate and the cash discount.

Q. And what does the sum $13,615.65 represent?

A. Represents Six-State Associates costs on these purchases after these deductions.

[424]

Q. Now, opposite the "Billing price to members" we have the sum of $14,629.33, that is the actual price to those members?

A. That is right.

Q. Underneath that the amount 13,615.65?

A. That is our cost as reflected above.

Q. And the figure 1,010.20?

A. That is the gross profit.

Q. Now, we have Manning, Mellor, Standard and Tarbell each receiving a certain percentage of the total sales and Manning purchased 2.97 per cent, what does that figure represent?

A. That was the amount that was credited to those members as their share in the gross profit in those purchases.

Q. That is over and above the rebate and cash discount they receive on the base invoice?

A. That is right. Not a payment, merely a payment credited to these members as representative of their gross profit in those transactions.

Q. Some payment was made to them?

A. At the end of the year we disperse the accumulated earnings of not only P. & D. but all the lines we handle, and we disperse those earnings to our associates on what we term a patronage termination. We arrive at those amounts by taking each line line for line and determine each member's purchases of that individual line and his share as [425] credited in those gross profits and them accumulate all those and deduct our operating expenses then the division is made in accordance with the per cent of total sales.

Q. Now, with reference to your figure 2.97 per cent appearing on Exhibit 44 for identification, the same would apply for Mellor's Auto Parts, the figure 7.3 per cent; Standard Auto Gear 62.97 per cent and Tarbell-Watters 26.76 per cent?

A. Those are the amount of gross profit credited to their accounts.

* * * * *

[430]

[Vom Dme]

Mr. Cassedy: Mr. Marquardt, so far as P. & D. Manufacturing Company is concerned, the Six-State Associates got

what percentage discount from that company as shown by this document?

The Witness: We received a discount of 20 per cent [431] from their published jobber wholesale list as a trade discount for functions they expected we were to do.

Trial Examiner Ballinger: What was that trade discount?

The Witness: That is a trade functional discount they offered us and in addition we received, of course, the cash discount for payment on the due date.

Trial Examiner Ballinger: I am still a little hazy about this functional discount, will you explain that?

The Witness: Yes, be glad to, Mr. Examiner.

The original arrangement contemplated under the proposal of the P. & D. Manufacturing Company was for Six-State Associates to take in on their line to physical warehouse their merchandise in our own place and to supply our associates who handled the line from this stock we would buy from P. & D. as Six-State Associates. It so happened we got under way with the line and there were only three of our associates that carried on with the line and from a practical standpoint it didn't seem feasible to carry through the original proposal. As a matter of fact, a limited number of our accounts were handling the line and it was anticipated as time went on more of our associates would take that line on and make it practical for us to stock and perform that function for P. & D. as we do for some other lines. We carry a very substantial physical warehouse activity here in our headquarters so we perform [432] that function and numerous other functions in the way of merchandising activities and sales promotion activities as I mentioned prior to assist our associates members in the approved operation of their businesses. We have analyzed their entire purchasing procedures and made recommendations for improvement among those lines all of which may have nothing to do with actual merchandising activities but are functions we perform for our associates.

Trial Examiner Ballinger: What do you receive for that service?

The WITNESS: Well, it varies from different manufacturers.

Trial Examiner BALLINGER: From this Respondent?

The WITNESS: From this Respondent that function alone was to be the 20 per cent discount before the jobbers' published trade prices.

Trial Examiner BALLINGER: Then when you mentioned the 20 per cent discount that included this functional discount?

The WITNESS: My understanding of it, that was to be our compensation for rendering those functions.

• • • • •

[434] Mr. CASSEDY: What do you do with those goods that are so purchased?

The WITNESS: To a large extent we warehouse them in our premises and on receipt of the goods we endeavor to sell them to our associates' members.

Mr. CASSEDY: You perform a sales function to your members?

The WITNESS: We perform a sales function and warehouse. We receive the goods and sell.

Mr. CASSEDY: Do you on occasion process some of those goods?

The WITNESS: Yes, in some cases we have technical men, for instance, we will resize a motor bearing. We will carry bearings in stock in what is known as a semi-finished condition and the trade may call on us or through our associates to us for a particular size bearing to fit a motor that is required to have a bearing at 10 thousandths undersize or 20 thousandths under or up to 60 thousandths undersize, and we have to have qualified people to take a bearing of that nature with our machines and size those to the correct size within the thousandths of an inch to fit a motor bearing.

Mr. CASSEDY: Now do you, speaking of you as Six-State Associates, determine what to stock in your warehouse?

Mr. SCHRUP: I have an objection here unless this [435] is being confined to P. & D. products, the practices with products of other manufacturers are not in issue here.

Trial Examiner BALLINGER: Does your testimony relate to purchases from the Respondent company or does it embrace the purchases from all?

The WITNESS: These recent questions have been embracing the general line of goods.

Trial Examiner BALLINGER: Would your answers apply of purchases of the Respondent company only?

The WITNESS: No, they would not for this reason, as I explained before, I have not gotten into warehousing in that particular P. & D. line; therefore, these questions are not particularly relative to P. & D. goods.

* * * * *

[450] CROSS EXAMINATION

[By Mr. CASSIDY:]

Q. Mr. Marquardt, can you state whether or not either or any of these four companies, William T. Manning Company, Mellor's Auto Parts, Standard Auto Gear and Tarbell-Watters are in competition with each other in the resale of P. & D. Manufacturing Company ignition parts?

Trial Examiner BALLINGER: That would be conclusionary, would it not, at best?

Mr. CASSIDY: If this witness knows it, I think he is entitled to state it. It is a fact.

[451] Trial Examiner BALLINGER: Do they sell similar articles, each one of those companies?

The WITNESS: Yes, they do.

Trial Examiner BALLINGER: And they sell them in the same sales territory?

The WITNESS: They do not.

* * * * *

[452] REDIRECT EXAMINATION

[By Mr. SCHRUP:]

Q. Mr. Marquardt, Six-State Associates does not determine what size or type of product that its members will order of P. & D. products, does it?

A. Not in connection with P. & D., I believe.

Q. Regardless as to what size of product that the perspective member pruchases from the P. & D. Company, the same discount of 20 per cent and 2 per cent is allowed by P. & D.?

A. That is right. The only exception of the discount is where an assortment is purchased and then there is a lower discount.

• • • • •

Witness WILLIAM S. OPDYKE [Appendix to petitioner's brief at 115 et seq.]

• • • • •

[458] DIRECT EXAMINATION

• • • • •

[460]

[By Mr. MAYER:]

Q. And, generally, what books and records of the respondent were examined by you in the preparation of the tabulations that were marked as Commission's exhibits for identification this morning.

A. The monthly statements of the respondent as to his customers' debit and credit memoranda, invoices, cash book, sales journals, and a few freight bills.

• • • • •

[468]

Q. Now, Mr. Opdyke, directing your attention to Commission's Exhibit for identification No. 48, which is headed, "Comparison of Rebate and Discount Allowed to Warehouse Distributors, Inc., Chattanooga, Tennessee on Sales to its Members with Rebate and Discount Allowed on Sales to Other Customers in the same localities during the year 1950," and directing your attention in particular to column 1 of that exhibit headed, "Customer and Location," would

you describe the source or sources from which you gathered the information appearing in that column?

A. Those customers' names were furnished by the respondent.

[470] CROSS EXAMINATION

[473]

[By Mr. FLANAGAN:]

Q. So if a customer did not take a two per cent cash discount in any month, then that would or could have changed the amounts as shown in columns 8 and 11?

A. Columns 8 and 11 are the total of the R and D as marked on the various statements. In other words, if a customer took the cash discount when he was entitled to it, it was reflected on the statement, and that is the basis from figures as reflected on this summary.

Q. And if he did not take it it would not be reflected in those two columns?

A. That is right.

Q. And the fact that he did or did not take it would [474] have an influence upon the percentage figure contained in columns 9 and 12?

A. It would, yes, sir. In other words, I took the actual discounts allowed as shown on the monthly statements.

Q. And P and D Manufacturing Company allows, or grants a monthly rebate in varying amounts on a graduated scale, I mean, the percentage varies between the ignition line and fuel pump line, is that correct?

[475]

A. It does, yes, sir.

Q. And your computations, as contained on Exhibits 46-A through E, inclusive, Mr. Opdyke, do not show the monthly rebates, if any, that the various customers listed in column No. 1 did receive in any one month?

A. Only in total. It does not show it in detail.

Hearing Examiner BALLINGER: What is the answer?

The WITNESS: Only in total, sir. It does not show it by months or in detail on the exhibit. I have it on my work sheets but not on the exhibit.

Hearing Examiner BALLINGER: Would you explain why they do not appear on the exhibit?

The WITNESS: Why they do not appear?

Hearing Examiner BALLINGER: Yes.

The WITNESS: Because this is a summary for the year 1950 of each customer. In other words, the detail is not shown, just the total rebates and discounts allowed, the [476] total purchases of that particular customer for the whole year. My work sheets will show it by the statement or by the month as they were purchased.

• • • • •

[489]

[By Mr. FLANAGAN:]

Q. Mr. Opdyke, in testifying on direct examination with reference to Commission's Exhibits 47 and 48 for identification, column 1 in both exhibits, you testified that the name and location of the customer was furnished you by the respondent, is that correct? Is that what you testified to?

A. That is right, yes, sir.

Q. Isn't it true that P. and D. Manufacturing Company [490] does not have any account on its books such as Standard Auto Gear, the first name on Exhibit 47 for identification?

• • • • •

A. Standard Auto Gear was furnished to me as one of the names of the customers, yes, sir.

Hearing Examiner BALLINGER: What is the answer?

The WITNESS: The answer is that the first name appearing on Exhibit No. 47, Standard Auto Gear, was furnished to me as one of the names.

• • • • •

The WITNESS: If my memory serves me correctly, [491] possibly not in that form, in that they sell to the group, but there are invoices— • • • There are invoices whereby certain purchases were sent direct to Standard Auto Gear, Boston, Massachusetts. That is where I picked up the parcel post.

• • • • •

[492] The WITNESS: As I started to say, they, as you know, have an I.B.M. system in which the majority of these transactions are included. The Six-State statement bears the customer number at the top. That is sent out monthly. The purchases of these various customers are all mixed up in there. It would be necessary to trace the invoice number back, which I did, I went back to the invoice, thereby getting the name of the customer from the breakdown, the amount he purchased, the parcel post, and so on.

• • • • •

[493] The WITNESS: I am looking at a statement here dated February 1, 1950, and on it there is a customer number 8195 in Territory I. I think there are 12 or 15 different invoices. Now to whom those invoices belong I could not tell unless I locate it by invoice number, which I did, and by doing that I could find where the shipment went, to which of these various members, plus the fact that a list was furnished us by the respondent showing Six-State Associates, the group, with the members of that group. That is where I got the name to look for.

Hearing Examiner BALLINGER: Which included the first name appearing on Exhibit No. 47?

The WITNESS: That is right.

• • • • •

[494]

Q. And would that explanation be true with reference to Commission's Exhibit No. 48, for identification?

A. Not quite, no, it would not be true there.

Q. What is the distinction?

A. The distinction there is that the various members of Warehouse Distributors in this instance were set up on statements with their own customer number on. In other words, a statement bearing the customer number would show that that particular customer purchased all the invoices appearing on the particular statement.

Q. And to whom would all of the monthly statements be sent for purchases on Commission's Exhibits 47 and 48, for identification?

A. In 1947 it would be sent to Six-State and in 1948 it would be sent to Warehouse Distributors.

[495]

Q. And who would pay those statements, if you know?

A. The group. I mean Six-State and Warehouse Distributors.

Hearing Examiner BALLINGER: What is the answer?

The WITNESS: Six-State and Warehouse Distributors.

* * * * * *

WITNESS: SELIG SHAPIRO [Appendix to petitioner's brief at 132 et seq.]

[523] CROSS EXAMINATION

* * * * * *

[524] Hearing Examiner BALLINGER: The counsel for respondent may make the witness a respondent's witness for the purpose of this line of examination.

* * * * * *

[527]

By Mr. Flanagan:

Q. Ignition parts were never a big item of your line or in your sales, was it, Mr. Shapiro?

A. On the contrary, it forms a fairly good picture right [528] now.

Q. Since 1950?

A. No, including 1950. • • •

• • • • •

[529]

Q. Isn't it true, Mr. Shapiro, that when you sell car dealers, that 99 per cent of what you sell them is merely on a pick-up basis when they can't get their own source of supply?

• • • • •

[530] The Witness: I would say that we tend to hand pick our car dealers, and I do not allow my car dealers to use my facilities for merely pick-up except in isolated instances. In other words, we try to make them a real customer.

• • • • •

Witness: William O. Nickel [Appendix to petitioner's brief at 135 et seq.]

• • • • •

[534] Direct Examination

• • • • •

[537] Hearing Examiner Ballinger: Will you state what companies are selling in the same area that you are selling in—that is, comparable products.

The Witness: Any jobber, you can go through the list. You can pick up any jobber. They all handle ignition parts. Everybody handles ignition parts.

• • • • •

[By Mr. MAYER:]

[542]

Q. Once you selected to give this line—any particular line—P & D, for instance, do you not attempt to buy at the most favorable price offered by that manufacturer?

A. We make an effort to buy at the lowest price as possible. We leave it up to the discretion of the company. If they have a scale, we just can't fit ourselves into it, we try [543] to put extra efforts by organization to fit into that bracket.

Q. Do you take advantage of the cash discounts offered to you?

A. We do. We need it in our business.

. . . . . .

[544] CROSS EXAMINATION

By Mr. FLANAGAN:

. . . . . .

Q. Your opinion, if I understand you correctly, is that your main competition is the fact that you cannot sell the car dealer with few exceptions, is that correct?

A. Car dealers, due to the scarcity of automobiles in the past, have been buying their merchandise direct from car manufacturers. It seems to be a close affiliation with the parts they buy with the cars they received, and it is based on that reason. I don't believe it is so much price.

Price may be a factor. I believe in some cases they might [545] enjoy as much as 45 per cent. In some cases we can give 2 per cent, which the car manufacturer doesn't give, but the car manufacturer has been our biggest competitor.

. . . . . .

[546]

Q. Assume that another P & D account in your trading area received in the year 1950 a discount or rebate larger than the discount or rebate that you received in the year

[547] 1950. Assuming that fact, do you have an opinion whether or not such a fact injured you competitively?

• • • • •

Mr. FLANAGAN: Do you have an opinion? Just say "Yes" or "No."

• • • • •

A. Yes, I have an opinion.

Q. What is your opinion?

A. If another account receives a greater discount on the same product we have in this particular line—I am talking about this line, P & D line—I would say it wouldn't hurt us.

Hearing Examiner BALLINGER: You would say it wouldn't hurt you?

The WITNESS: No.

Hearing Examiner BALLINGER: And they being a competitor of yours in the same trading area?

[548] The WITNESS: They wouldn't hurt us because the line doesn't comprise that much volume, and our clerks at the counter don't know whether there is an extra discount involved. That is handled by the Accounting Department, and therefore they wouldn't use that as a medium of getting extra business for their own place. I don't believe there is another clerk in our organization that knows this discount exists. He couldn't use it against anybody else.

• • • • •

REDIRECT EXAMINATION

• • • • •

[550]

[By Mr. MAYER:]

We are talking about the price at which you buy from P & D, and I may characterize this unfairly, but it seems to me that you stated that your purchase price, since the

resale price is maintained, that the difference in the purchase [551] price has nothing to do with your business status.

A. It doesn't change our selling price. We are running under two phases. We run into a buying and selling thing. Buying is one thing, and selling is another.

WITNESS: HOWARD A. STULL. [Appendix to petitioner's brief at 138 et seq.]

* * * * *

[552] DIRECT EXAMINATION

* * * * *

[553]

By Mr. MAYER:

Q. Mr. Stull, I wish to direct your attention to a tabulation which is Commission's Exhibit 46-A, -B and -C in this particular record, and particularly to the [554] various towns listed under "Pennsylvania" which begin on 46-C. Would you go down this list for me and pick out the towns in which your salesmen would also call?

A. South Hazelton. Here we are, centered right in Kingston (indicating). Hazelton is about 25 miles south. * * * Hazelton, Old Forge, Wilkes Barre. That's all.

* * * * *

[557]

Q. Mr. Stull, will you explain to us the matter in which the rebate or discount allowed to you by P & D is computed by you?

A. We pay our statement after it has been checked and double checked for the month, and the gross amount of the statement will read "$200", "$300", "$400", and I have seen it up to "$800", and we just take 15 per cent discount from there and mail the check.

Q. As I understand it, that statement would include all the purchases you made during that month?

A. Yes, and we only purchase ignition parts.

• • • • •

[558]

Q. • • •—once you have selected a given line as opposed to any other line, do you not attempt to buy the line that you have selected at the most favorable price offered by the manufacturer?

A. Always.

• • • • •

[560]

Q. Do you take advantage of the cash discount offered to you by your various suppliers?

A. Oh, yes, we take every discount.

• • • • •

Q. Why do you take the cash discounts?

A. If we didn't take the cash discounts from all of our suppliers—this is national—the automotive parts jobbers do not have much left beyond two per cent cash discount in this business. You may wonder about that, but that's how close the national picture is in the automotive jobbing field, and I was going to add that that is why I worry a little bit, but I am concerned a little bit because of the car manufacturer invading what he considers as his business.

We don't consider that it is his business once that [561] automobile has left his factory. It is the fellow's business who can get it, but when they use the kind of tactics they use in trying to keep that business all their own, it is a little difficult for the automobile jobber to have much profit left.

• • • • •

Cross Examination

• • • • •

[By Mr. FLANAGAN:]

Q. I believe you testified that you had a Chevrolet dealer right next door to you?

A. Yes.

Q. You sell him either P & D or United Motor ignition line?

* * * * * *

[563]

A. We sell him what pick-up he many need in United Motor service, but not in P & D. We don't use P & D.

* * * * * *

Witness: ALLAN G. SMITH [Appendix to petitioner's brief at 141 et seq.]

* * * * * *

DIRECT EXAMINATION

[568]

* * * * * *

[571]

By Mr. MAYER:

Q. Do you have competition in the area you just described?

A. Oh, yes.

Q. With whom do you compete in that area?

A. You mean the names?

Q. The general classes, competitors?

A. We call ourselves jobbers, naturally, and there are other jobbers that overlap on our territory, we overlap on theirs. I am in competition with Binghamton jobbers, and ever as far as Newark jobbers, Easton, Hazelton, Allentown, Wilkes-Barre, the jobbers that conduct businesses like ours that overlap.

* * * * * *

[574]

Q. Once you have this selection, though of a particular line on the basis of quality, as you say, do you not attempt to buy at the most favorable price offered by that manufacturer?

A. Well, I don't know that we stress a point on that fact, like, possibly, some other jobbers do.

Q. You like to take advantage of all the discounts offered to you, don't you?

A. Yes, naturally, if we can get it.

* * * * *

Witness: JESSE LEVY [Appendix to petitioner's brief at 143 et seq.]

[577] DIRECT EXAMINATION

* * * * *

[By Mr. MAYER:]

[580]

Q. If you receive a rebate or discount from P & D, would you describe how that comes about or how it works?

A. The only thing I know about it is that we have always had a straight 10.

* * * * *

[581]

Q. Is price the most important factor when you are selecting lines of merchandise offered by the various manufacturers?

A. Only when opposed to like lines, similar lines.

Q. And once you have determined upon a particular line, as the buyer, do you not attempt to buy at the most favorable price offered by that manufacturer?

A. Always.

Q. Do you, as a general rule, take advantage of the cash discounts offered to you by various suppliers?

A. Always.

• • • • •

Q. What is that?

[582]

A. Why do I take cash discounts? I think it's good business.

Q. It is to the benefit of your business to take that?

A. Naturally.

• • • • •

CROSS EXAMINATION

[By Mr. FLANAGAN:]

Q. Is it true that one of the major factors to be determined in selecting any line which you are purchasing is public acceptance of that line? Isn't that a major factor?

[583]

A. That is a determining factor, yes, meaning as one line against the other—meaning, I would say, standardization. If it were a standard line, meaning that it is well known and has public acceptance, yes, that would be a factor.

• • • • •

WITNESS: SOL GOOSAY [Appendix to petitioner's brief at 145 et seq.]

• • • • •

DIRECT EXAMINATION

• • • • •

[587]

[By Mr. MAYER:]

Q. Do you have competition in the resale of your automotive products in the area you just described?

A. Very definitely so.

Q. From whom do you get this competition?

A. Well, we get competition from the automotive dealers, other jobbers, fleets, contractors, et cetera.

* * * * *

[Witness:]

A. There was one order for 800-and-some-odd dollars.

* * * * *

[593]

[By Mr. Mayer:]

Q. Do you have competition in the resale of your automotive products in this area?

A. Definitely.

* * * * *

Witness: Charles S. Rogers [Appendix to petitioner's brief at 149 et seq.]

* * * * *

[608] Direct Examination

* * * * *

[By Mr. Mayer:]

Q. Mr. Rogers, did the P & D Manufacturing Company have a selling arrangement with the Warehouse [609] Distributors, of Chattanooga, Tennessee, during 1950?

A. We never had any arrangement with any buying groups, or this Chattanooga thing that you mentioned. I wouldn't know when we were called in by some of the customers we had that joined that group, and they just more or less told us that they had joined this—whatever they called themselves, and this was the deal, and we had to meet the price in order to keep our business.

Q. Were you selling various members of that particular group during 1950?

A. I couldn't say, Mr. Mayer. We did sell people such as the Harts, Hart Automotive, in Chattanooga, and Warmwell, if my memory serves me right, in Lexington, who were not members at that time. I don't know, they were not members of that group.

Hearing Examiner BALLINGER: I would like to ask you what they told you they were.

The WITNESS: That is when they called us in and told us they were members, and we were called down, I think it was to Chattanooga, and we were asked to come down there and meet with the crowd, if I remember. Now, whether it was '51 or '50, I don't remember.

. . . . . .

[610]

[By Mr. MAYER:]

Q. Now, after these customers joined this particular group, Mr. Rogers, would you describe for us a typical transaction where one of these members would purchase merchandise from P & D Manufacturing Company?

A. Well, now, let me see: the only thing I could say in that, was that we agreed to carry on the similar proposition that this group was receiving from a competitor. I think we received a letter, I don't know whether we have it in the file or not, but we would receive an order blank, an order blank from each one of those customers. That order blank reads at the top, I believe was the name of that group.

Q. Warehouse Distributors?

A. Warehouse Distributors, and they sent that order blank in to us, that is, the customer sent the order in to us, and it said "Warehouse Distributors", and it said "Ship to Warmwell" or said ship to this one or that one, and we would in turn ship that, and we would bill the Chattanooga office and they would make payment.

[611]

Q. As I understand it, then, the order originated on the order blank form of Warehouse Distributors, indicating the customer to whom the shipment was to be made?

A. That is right.

Q. And the P & D Company shipped direct to that particular customer?

A. That is right.

Q. And looked to Warehouse Distributors——

A. For payment.

Q. For payment?

A. Yes. In other words, before we shipped to Warmwell, or whatever the account might be, they shipped in their own order, we received their order on their stationery, and when this changed, we had these accounts for years, then they shipped in this order, at least under the name of the group they belonged to.

Q. Now, Mr. Rogers, on what basis was the determination made of the amount or rebate which was to be allowed these particular customers?

A. Well, it was just a set rebate, as I understand it, to meet the competition. It was 20 per cent as a function rebate. The only function they were supposed to perform, and the usual 10 percent for——

Q. Was that allowed monthly to it?

A. We didn't allow it. They took it off the face of the [612] invoice when they paid the check.

* * * * *

Q. Now, sir, was the 20 per cent calculated and allowed by the P & D without regard to the size of the individual order?

[613]

A. Well, it was just 20 per cent to anyone that we had in there, I mean the few that we had in that group. We had, I don't know how many, I think there was only four or five out of twenty. I don't know how many members they had. We only had four or five. We had had these customers for years before they joined this group, as I said.

* * * * *

[621]

Q. Now, I take it these competitors, like P & D, are attempting to sell the regular automotive jobbing trade; is that so, sir?

A. That is true.

Q. Now, Mr. Rogers, in establishing the P & D prices, or the prices which were offerec by P & D to the regular jobbing trade, do you take into consideration the prices offered by your competitors to the jobbing trade?

A. Well, we have to be competitive even though our prices are not similar or alike, in many cases, to our competitors—we have to be competitive to place our jobbers in position to compete.

Q. In other words, the prices are aimed at keeping your jobbers competitive?

A. Competitive.

Q. As well as yourself?

A. That is right.

• • • • • •

[628]

Q. I am talking, Mr. Rogers, in the questions, about the automotive replacement business, the garageman, repairman, filling station man, and that class of trade, and the regular normal automotive jobbers, as I understand it, does attempt to sell that particular trade, does he not?

A. I would imagine that is why he is in business.

Q. That is what I am getting at, what I am attempting to find out.

If the two jobbers are both attempting to sell the same class of trade, along with the car dealer who is at least trying to sell that particular segment of it, and the jobbers of the competitors who are normal regular automotive jobbers, they are all attempting to sell the same class of trade.

A. I would only assume that—I say I would assume, I don't know that the jobbers do. They are out after busi-

ness, that is their business, but to tell you what they specifically are trying to do, I couldn't tell you.

Hearing Examiner BALLINGER: Let me put a question to you.

The WITNESS: Yes, Judge.

Hearing Examiner BALLINGER: Assume, which I assume to be a fact, that you have two or more jobbers operating in the same trade area.

[629]

The WITNESS: In some trade areas, we do, sir, and others, we don't.

Hearing Examiner BALLINGER: All right. Now, in those trade areas in which you do have that situation, and you have a potential retail buyer, do not your jobbers compete for that retail buyer's business?

The WITNESS: It is quite obvious they have to go out to get the business, but in this case, as I said, there are so many accounts each jobber has, like we go to the butcher, I go to a certain butcher, and somebody else goes to another certain butcher, we don't all go to the same place, and the same with garages, we don't all go to the same garage. We don't like the salesman, perhaps, or don't like the place.

Now, the automotive retail business is much the same, they might not like someone supplying a competitive line, but would come to us.

Hearing Examiner BALLINGER: They are all looking for a piece of business, are they not?

The WITNESS: They are, but as I say, they can't have it all. That is why there are so many jobbers around, that is what I say.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1957 415991 ---

P. & D. MANUFACTURING CO., INC.

19-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

No. 228809

CUSTOMER NO.	TERMS NO.	SHIP. REF. NO.
9785	3	22

SOLD TO

M I N [illegible] AUTO PARTS [illegible]
[illegible] 0 1 ROAD
[illegible] I D D L E C R E E K
A T H [illegible] S L V A I A

SHIP TO

[illegible] A

TERMS 2% 10TH PROX., 30 DAYS NET

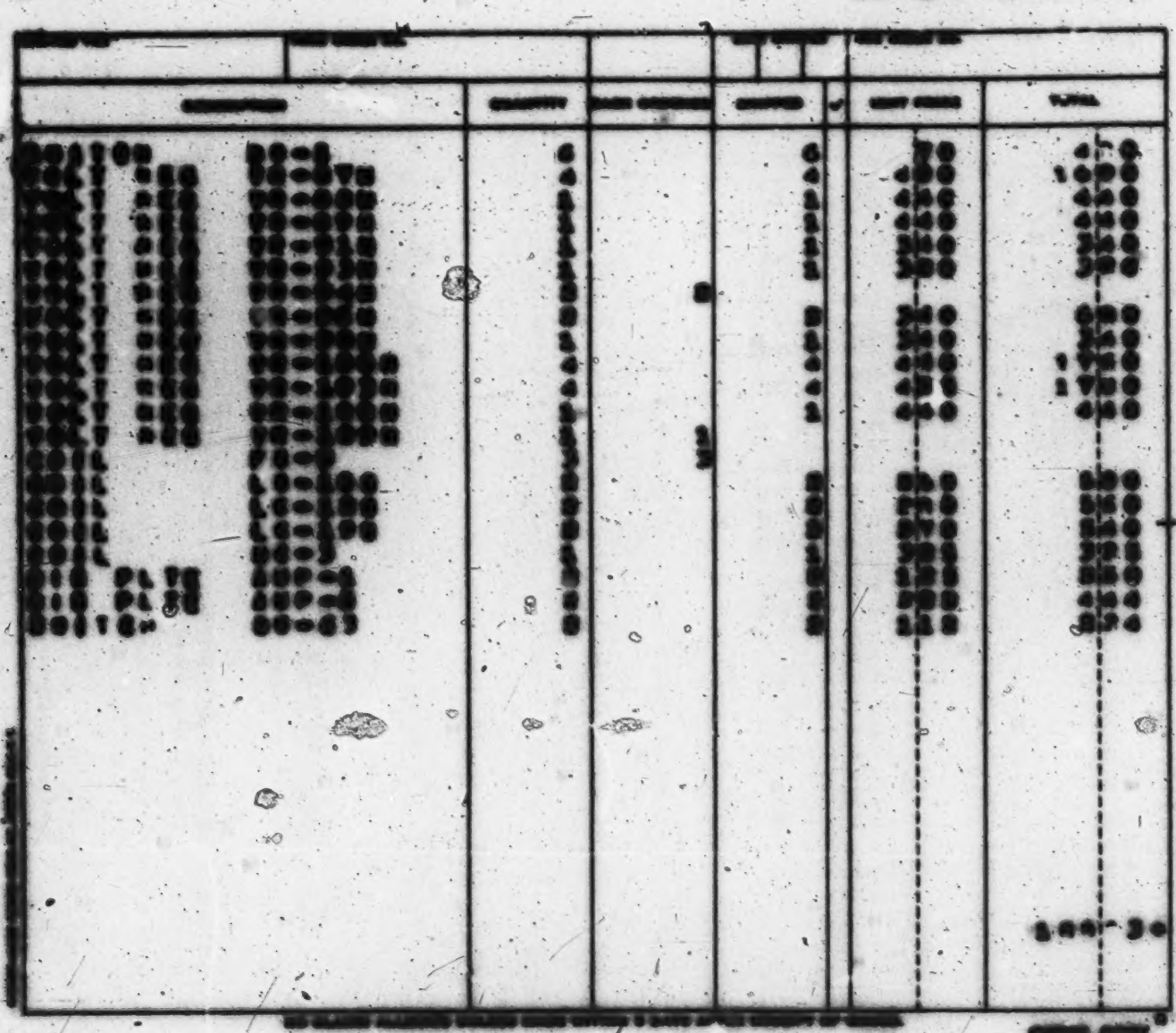
SHIPPED VIA	YOUR ORDER NO.		DATE SHIPPED	OUR ORDER NO.
D A L L A S	11-25-50		11 29 50	121817

DESCRIPTION	QUANTITY	BACK ORDERED	SHIPPED	✓	UNIT PRICE	TOTAL
C U N I [illegible] T A U-18-22	2		2		[illegible]6	[illegible]
C U N I [illegible] T A U-18-23	2		2		[illegible]4	[illegible]
C U N I [illegible] T A U-18-27	10		10		[illegible]4	[illegible]
C U N I [illegible] T A U-25-9	5		5		[illegible]4	[illegible]
C U N I [illegible] T F H-5-6	10	10				
C U N E A U C-118	5		5		[illegible]6	[illegible]
C U N I F H C-103	10		10		[illegible]	[illegible]
H U T [illegible] H A U-93	10		10		[illegible]	[illegible]
H U T H A U-101	2		2		[illegible]	[illegible]
H U T [illegible] P F H-71	10		10		[illegible]7	[illegible]
H U T [illegible] M F H-77	2		2		[illegible]	[illegible]
U I S I [illegible] A P A U-74	2		2		[illegible]0	[illegible]
D I S I [illegible] A P A U-8R	2		2		[illegible]0	[illegible]
D I S I [illegible] A P A U-9P	2		2		[illegible]0	[illegible]

NO CLAIMS ALLOWED UNLESS MADE WITHIN 3 DAYS AFTER RECEIPT OF GOODS.

P. & B. MANUFACTURING CO., INC.
10-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

No. 228810



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P. & D. MANUFACTURING CO., INC.
19-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

No. 228146 (P. 40)

CUSTOMER NO.	TERMS NO.	SHD. DAY YR.
6488	3	12 17 50

STERLING AUTO SUPPLY
111 - JACKSON ST
SCRANTON
PENNSYLVANIA

SAME

TERMS 3% 10TH PROX., 30 DAYS NET

SALES NO.	YOUR ORDER NO.		SHIPPED		OUR ORDER NO.
SALES	6401		12 17 50		280676

DESCRIPTION		QUANTITY	BACK ORDERED	SHIPPED	✓	UNIT PRICE	TOTAL
CONTACT	AU-18	50		50		36	18 00
CONT SET	AU-18-21	30		30		44	13 20
CONT SET	AU-18-23	30		30		44	13 20
CONT SET	AU-18-27	10		10		44	4 40
CONT SET	AU-19-9	10		10		44	4 40
CONTACT	AU-21	10		10		44	4 40
ROTOR	AU-23	2		2		44	88
DIST CAP	AU-108	10		10		44	4 40
DIST CAP	AU-110	2		2		4	8
COIL	FC-9	6					
CONT SET	FR-18-13	10		10		44	4 40
CONT SET	FR-18-17	30		30		44	13 20
COND	FRC-103	10		10		44	4 40
COND	FRC-107	10		10		44	4 40
COND	FRC-109	15		15		44	6 60
COND	FRC-110						
COIL	IC-10	6		6		2	12 00
COIL	LC-138	4		4		4	16 00
CONTACT	RE-10	30		30		44	13 20
CONT SET	RE-18-22	30		30		44	13 20
CONT SET	RE-18-24	30		30		44	13 20
CONTACT	RE-24	10		10		44	4 40
CONTACT	RE-25	10		10		44	4 40
CONT SET	RE-25-28	10		10		44	4 40
CONTACT	RE-34	10		10		44	4 40
DIST CAP	RE-100	10		10		44	4 40
ROTOR	RE-97	10		10		44	4 40
DIST CAP	RE-100	10		10		44	4 40
CONT SET	RE-34	10		10		44	4 40
CONDITION	RE-34	10		10		44	4 40
CONDITION	RE-35	10		10		44	4 40
CONDITION	RE-36	10		10		44	4 40
COND	RE-108A	50		50		44	22 00

NO CLAIMS ALLOWED UNLESS MADE WITHIN 5 DAYS AFTER RECEIPT OF GOODS.

OTHER COPY

3 500 139

(P.41)

P. & D. MANUFACTURING CO., INC.
19-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

No. 228147

DESCRIPTION	QUANTITY	BACK ORDERED	SHIPPED	✓	UNIT PRICE	TOTAL
COND UC-107	10		10		36	360
VOLT FG VH-109H	2	2				

502 194

Note

Final Pages (42 and 43) of this paper are on Card 6.

QUALITY PARTS

GENUINE P&D IGNITION PARTS

PASSENGER CAR GUIDE

DESCRIPTION		DISTRIBUTOR REPAIR PARTS							Coil	Cutout Regulator	Starter Switch	Dimmer Switch	BRUSHES				
Year	Model	Contact Set	Arm	Bar or Screw	Bar	Rotor	Cap	Condenser					Motor Takes 4 or 2 ea.	Motor Set	Gen. Set	Gen. Takes 2	Gen. Takes 1
AUBURN																	
1' 32-34	12-160C-165		RE-18[5]	RE-22	RE-26	RE-109	RE-118	UC-105A	UC-1	GC-12		DS-1	D-112			R-41	R-41
1934-35	6-52-653 8 cyl.	AU-18-9	AU-18	AUS-9		AU-99	AU-98	UC-107	UC-1	GC-12	SW-34	DS-1	E 17E 18	SE-17X	SE-39	E-39	E-39C
1934-35	8-50-851 8 cyl.	AU-18-9	AU-18	AUS-9		AU-89	AU-96	AUC-104	BC-4	GC-12		DS-1	E 17E 18	SE-17X	SE-39	F-39	E-39C
1936	Supercharged 8-52	AU-18-9	AU-18	AUS-9		AU-89	AU-96	UC-107	BC-4	GC-12		DS-1	E17, 18[5]	SE-17X	SE-39	E-39	E-39C
1936	6-54	AU-18-9	AU-18	AUS-9		AU-99	AU-98	UC-107	UC-1	GC-12		DS-1	E17, 18[5]	SE-17X	SE-39	E-39	E-39C
1936	654	AU-18-9	AU-18	AUS-9		AU-99	AU-98	UC-107	BC-4			DS-1					
1937	852	AU-18-9	AU-18	AUS-9		AU-89	AU-96	AUC 104	BC-4			DS-1					
1937	SC-852		AU-18[2]	AUS-9	AU-18	AU-89	AU-96	UC-107	BC-4			DS-1					
AUSTIN																	
1930-35	All	AU-18-9	AU-18	AUS-9		AU-77	AU-80	UC-107	UC-1	GC-12	SW-5		E 33E 34	SE-33	SE-32	E-32	E-32C
BANTAM																	
1938-42	4 cyl.	AU-18-9	AU-19	AUS-9		AU-77	AU-80	UC-107	UC-1	GC-12	SW-5		E-33, 34	SE-33	SE-32	E-32	E-32C
BUICK																	
1934-35	Ser. 40	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105A	UC-1	GC-12		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1934-35	Ser. 50, 60, 90	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105A	UC-1	GC-12		DS-1	R-37	SR-37	SD-40	D-40	D-39C
1936	8 cyl. 40,60,80,90	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105A	UC-1	GC-12*		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1937	40, 60, 80, 90	RE-28-31	RE-28	RE-31		RE-97	RE-100	UC-105A	UC-1	VR-93H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1938	Ser. 40, 60, 80, 90	RE-28-31	RE-28	RE-31		RE-97	RE-100	UC-105A	UC-1	VR-93H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1939	Ser. 40, 60, 80, 90	RE-28-31	RE-28	RE-31		RE-97	RE-100	UC-105A	UC-1	VR-94H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1940-42-47	All 8 cyl.	RE-28-31	RE-28	RE-31		RE-97	RE-100	UC-105A	LC-18	VR-103H		DS-1	R-37	SR-37	SR-51	R-51	
1948	All 8 cyl.	RE-28-31	RE-28	RE-31		RE-97	RE-100	UC 105A	UC-3	VR-103H		DS-1	R-37	SR-37	SR-51	R-51	

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CADILLAC

1934-35	355 D 8 cyl.	RE-28-22	RE-28	RE-22		RE-97	RE-108	UC-105A	LC-10			DS-1	R-37	SR-37	SR-46X	R-46	
1934-35	370 D 12 cyl.		RE-28[7]	RE-26L	RE-22L	RE-97		UC-105				DS-1	D-112		SR-46X	R-46	
1934-35	452 D 16 cyl.		RE-28[8]	RE-26	RE-26L	RE-97		UC-105A				DS-1	D-112		SR-46X	R-46	
1936	8 cyl. 60, 70, 75	RE-28-22	RE-28	RE-22		RE-97		UC-105A	LC-23	VR-90H		DS-1	R-37	SR-37	SR-46X	R-46	None
1936	12 cyl. 80, 85		RE-28[7]	RE-26L	RE-22L			UC-105				DS-1	D-112[9]		SR-46X	R-46	None
1936	16 cyl. 90		RE-28[8]	RE-26	RE-26L			UC-105A				DS-1	D-112[9]		SR-46X	R-46	None
1937	60, 65, 70, 75	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105	LC-23	VR-92H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1937	85-12 cyl.		RE-28[7]	RE-26L	RE-22L			UC-105	BC-4			DS-1	D-112[9]		SR-46X	R-46	None
1937	90-16 cyl.		RE-28[8]	RE-26	RE-26L	RE-97		UC-105A	BC-4			DS-1	D-112[9]		SR-46X	R-46	None
1938	8 cyl. 60, 65, 75	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105A	LC-23	VR-92H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1938-39	16 cyl., Ser. 90		RE-28[8]	RE-26	RE-26L	RE-97		UC-106	BC-4				D-112[9]		SR-46X	R-46	None
1939	8 cyl. 61, 60S, 75	RE-28-22	RE-28	RE-22		RE-97	RE-100	UC-105A	LC-23	VR-92H		DS-1	R-37	SR-37	SR-46	R-46	R-43C
1940-42	60,62,72,75-8 cyl.	RE-28-32	RE-28	RE-32		RE-97	RE-100	UC-105A	LC-23	VR-106H		DS-1	R-37	SR-37	SR-51	R-51	
1940	90-16 cyl.		RE-28[8]	RE-27	RE-26L	RE-97		UC-106	BC-4	VR-106H		DS-1	D-112		SR-51	R-51	
1946-47	All—8 cyl.	RE-28-32	RE-28	RE-32		RE-97	RE-100	UC-105A	LC-10	VR-103H		DS-1	R-37	SR-37	SR-51	R-51	
1948	All 8 cyl.	RE-28-32	RE-28	RE-32		RE-97	RE-100	UC 105A	UC-3	VR-103H		DS-1	R-37	SR-37	SR-51	R-51	

CHECKER CAB

1933-34	T-8 cyl.		AU-18[3]	AUS-9	AU-18	AU-89	AU-96	UC-107	UC-1	VR-97H	SW-4		E17, E18	SE-17X		E-21	E-21C
1935-36	Y-8 cyl.	AU-18-9	AU-18	AUS-9		AU-95	AU-104	AUC-114	UC-1	VR-97H	SW-54		E17, E18	SE-17X	SE-39	E-39	E-39C
1940	A-6 cyl.	AU-18-9	AU-18	AUS-9		AU-93	AU-102	AUC-104	UC-1	VR-100H	SW-54		E17, 18[3]	SE-17X	SE-46	E-46[3]	

CHEVROLET

1929-32	All 6 cyl.	RE-18-21	RE-18	RE-21		RE-81	RE-106	UC-105	UC-1	GC-11	SW-9	DS-1	R-37	SR-37	SR-31	R-31	R-31
1933-34	Std. 6 cyl.	RE-18-21	RE-18	RE-21		RE-81	RE-106	UC-105	LC-26	GC-11	SW-9	DS-1	R-37	SR-37	SR-31	R-31	R-31
1933	Master 6 cyl.	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-26	GC-11	SW-9	DS-1	R-37	SR-37	SR-31	R-31	R-31C
1934	Master 6 cyl.	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-26	GC-11	SW-9	DS-1	R-37	SR-37	SR-46	R-46	R-43C
1935	Std. 6 cyl.	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	GC-11	SW-9	DS-1	R-37	SR-37	SR-31	R-31	R-31
1935	Master 6 cyl.	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	GC-11	SW-9	DS-1	R-37	SR-37	SR-46	R-46	R-43C
1936	Std. Comm. Tr.	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	GC-11*	SW-9	DS-1	R-37	SR-37	SR-31	R-31	R-31
1936	Master	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	GC-11*	SW-9	DS-1	R-37	SR-37	SR-46	R-46	R-43C
1937	All	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	GC-11	SW-9	DS-1	R-37	SR-37	SR-46	R-46	R-43C
1938-39	All Models	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	VR-94H	SW-11	DS-1	R-37	SR-37	SR-46	R-46	R-43C
1940	All	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	VR-103H	SW-11	DS-1	R-37	SR-37	SR-51	R-51	
1941-42	All (Canada)	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	LC-10	VR-103H	SW-11	DS-1	R-37	SR-37	SR-51	R-51	
1941-46	All Models	RE-18-22	RE-18	RE-22		RE-85	RE-90	DEC-111	LC-19	VR-103H	SW-11	DS-1	R-37	SR-37	SR-51	R-51	
1947-48	All Models	RE-18-22	RE-18	RE-22		RE-85	RE-90	DEC 111	UC-3	VR 103H	SW-11	DS-1	R-37	SR-37	SR-51	R-51	
1948	Late Model	RE-18-24	RE-18	RE-24		RE-85	RE-90	UC-105A	UC-3	VR-103H	SW-11	DS-1	R-37	SR-37	SR-51	R-51	

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CORD

1936	V-8	AU-18-9	AU-18	AUS-9		AU-89		AUC-104	BC-4	VR-97			E-37, 38[3]	SE-37X	SE-39	E-39	E-39C
1937	812 V8	AU-18-9	AU-18	AUS-9		AU-89	AU-96	AUC-104	BC-4	VR-97			E-37, 38[3]	SE-37X	SE-43	E-43	E-43C

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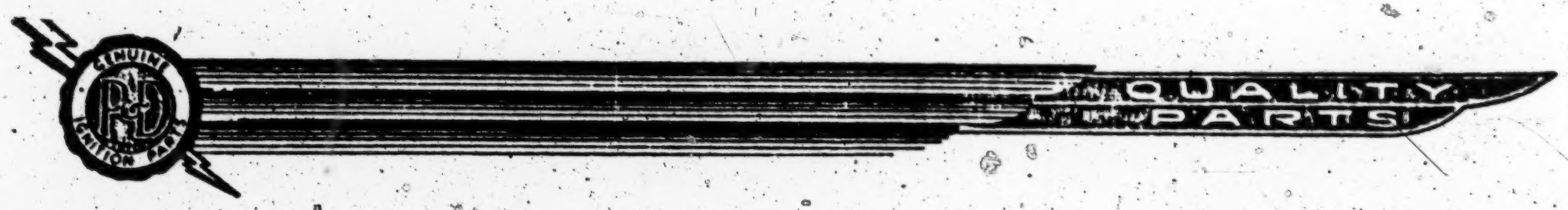

TRUCK, BUS, TRACTOR AND MARINE ENGINE GUIDES

The following specifications will enable the repair man to service most of the trucks, busses, tractors and marine engines in use to-day, by referring to the Model numbers.

IMPORTANT NOTE:—Many trucks and busses have different Distributor, Starter and Generator units used on the same models. Therefore we have also listed a Distributor, Starter and Generator Unit Breakdown, showing the specifications to fit each individual unit. This listing follows immediately after this section of the guides.

TRUCKS, BUSSES, TRACTORS AND MOTOR BOATS

DESCRIPTION			DISTRIBUTOR REPAIR PARTS							Coil	Cutout	Starter Switch	Dimmer Switch	BRUSHES		
Year	Model	System	Arm	Bar or Screw	Bar	Contact Set	Rotor	Cap	Condenser					Motor Takes 4	Gen. Takes 2	Gen. Takes 1
ADVANCE RUMLEY (Tractor)																
1933-35	6A	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A	BC-4	GC-13	SW-5	.....	R-37	R-31	R-31
AMERICAN CAR AND FOUNDRY (A. C. F.)																
1934	160-A	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-83	D-83C
1932-35	185-216 Bus	DR	RE-18	RE-22	.....	RE-18-22H	RE-99	RE-90	UC-106	BC-4X	GC-12X	.....	DS-1	D-112	D-83C	D-83C
1933-35	801, 901, P45, P64	DR	RE-18[2]	RE-22	RE-23	.....	RE-95	.....	UMC-2	BC-4X	GC-12X	.....	DS-1	D-112	R-31	R-31
1933-35	180A, H-13-30 Pass.	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	GC-12X	.....	DS-1	D-112	D-84	.....
1934-38	160A, H-15-30, H-12-30 Pass.	DR	RE-18[2]	RE-22	RE-23	.....	RE-99	RE-120	UMC-2	BC-4X	GC-12X	.....	DS-1	D-112	D-83C	D-83C
1936-38	H-12, 30 Pass. Bus	DR	RE-18[2]	RE-22	RE-23	.....	RE-99	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112[9]	D-83C	D-83C
1938	H-13, 30 Pass. Coach, H-17, 35 Pass. Coach	DR	RE-18[2]	RE-22	RE-23	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112[9]	D-84	.....
1934-38	H-15, 30 Pass. Coach	DR	RE-18[2]	RE-22	RE-23	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112[9]	D-83C	D-83C
1934-38	60 Rail Car	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112[9]	D-84	.....
1938	H-9, 40 Pass. Bus, H-9, P40, Pass. Parlor Car, H-16, 40 Pass. Bus	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X[3]	.....	.....	DS-1	D-112[9]	D-84	.....
1938-40	37-P, 37-PA, 37 Pass. Parlor Car, 12 Volt	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1938	26-S, 26-U, Coach, 12 Volt	DR	RE-18[2]	RE-22	RE-23	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1939	6 cyl., 12 Volt H-9, H-9S, H-16S, 41-SE, H-16-SE	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1939	6 cyl., 12 Volt 32-U City Coach, 28-P, H-15, H-15S, H15-P Parlor Cars	DR	RE-18[2]	RE-22	RE-22L	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1939	6 cyl., 12 Volt 31-S Coach 30 Pass. & H-13, 36-S Coach, 35 Pass. & H-17	DR	RE-18[2]	RE-22	RE-22L	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1940	6 cyl., 12 Volt H-9-P, H-9-S, H-16-S	DR	RE-18[2]	RE-22	RE-22L	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1940	12 Volt, 60 Rail Car	DR	RE-18[2]	RE-22	RE-22L	.....	.....	.....	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1940	6 cyl., 12 Volt 32-U City Coach, 28-P, H-15, H-15-S, H-15P Parlor Cars, 26-S, 26-U Coach	DR	RE-18[2]	RE-22	RE-22L	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112	D-84	.....
1940	6 cyl., 12 Volt 31-S Coach, 30 Pass. & H-13, 36-S Coach, 35 Pass. & H-17, 29-PB, 29-PC, 29 Pass. Parlor Car	DR	RE-18[2]	RE-22	RE-22L	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	DS-1	D-112	.....	.....
1945-46	6 cyl., 12 Volt ACF-IC-41 37 Pass. Coach	DR	RE-18[2]	RE-22	RE-23	.....	.....	.....	UMC-2	BC-4X	.....	.....	.....	D-112	.....	.....
1945-46	6 cyl., 12 Volt C-36	DR	RE-18[2]	RE-22	RE-23	.....	RE-107	RE-120	UMC-2	BC-4X	.....	.....	.....	D-112	.....	.....
AMERICAN LA FRANCE & FOAMITE																
1928-35	Ser. 300, 307, 310	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A	BC-4X	GC-12X	SW-27	.....	D-112	R-31	R-31
1933-35	312A-Truck	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A	BC-4X	GC-12X	SW-27	.....	D-112	R-41	R-41
1935-36	450-500 Gal. Pumper	DR	RE-28	RE-22	.....	RE-28-22H	RE-97	RE-100	UC-105A	BC-4	.....	SW-27	.....	R-37	D-40	D-39C
1935-36	475-750, 4[illegible]0 Gal. Pumper	DR	RE-18[2]	RE-26	RE-22	.....	RE-109	RE-118	UC-105A	BC-4	.....	SW-27	.....	D-112	D-40	D-39C
1935-36	391-393, 3[illegible]2, 196, 292, 293, 296, 297	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A	BC-4X	.....	.....	.....	D-112	R-31	R-31
1938	Mod. 400, 407, 412, 415, 512; 515 Series, 12 Volt	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A	BC-4X	.....	SW-27	.....	D-112	D-47	.....
1938	450, 500, 550 Gal. Pumper	DR	RE-28[2]	RE-22	RE-22L	.....	RE-97	RE-100	UC-105A	BC-4	.....	SW-27	.....	R-37	D-40	.....
1938	475-750 Gal., 500-600 Gal. Pumper, 6 Volt	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UC-105A	BC-4	.....	SW-27	.....	D-112	D-39C	.....
1938	475-750 Gal., 500-600 Gal. Pumper, 12 Volt	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UC-105A	BC-4X	.....	SW-27	.....	D-112	D-39C	.....
1938-40	500-T, 501, 565, 575, 12 Volt	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UC-105A	BC-4X	.....	.....	.....	D-112	D-39C	.....
1938-39	560, 6 Volt	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UC-105A	BC-4	.....	SW-27	.....	D-112	D-39C	.....
1938-39	560, 12 Volt	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UC-105A	BC-4X	.....	SW-27	.....	D-112	D-39C	.....
1938-40	561-550 Gal. Pumper	DR	RE-28[2]	RE-22	RE-22L	.....	RE-97	RE-100	UC-105A	BC-4	.....	SW-27	.....	R-37	D-40	.....
1938-39; 44,45,46	512, 513-T, 515 Series, 12 Volt	DR	RE-18	RE-24	.....	RE-18-24H	RE-85	RE-90	UC-105A[8]	BC-4X[8]	.....	SW-27	DS-1[8]	D-112	R-47	.....
1938-40	515, 516, 550, 561 Gal. Pumper	DR	RE-28	RE-22	.....	RE-28-22H	RE-97	RE-100	UC-105A	BC-4	VR-90	SW-27	.....	R-37	D-40	.....
1940	12 cyl., 12 Volt Std. 500T, 501, 565, 575	DR	RE-18[2]	RE-22	RE-26	.....	RE-109	RE-116	UMC-2	BC-4X	.....	SW-27	.....	D-112	D-39C	.....
1940	8 cyl., 6 Volt 505, 516, 561	DR	RE-28	RE-22	.....	RE-28-22H	RE-97	RE-100	UC-105A	BC-4	.....	SW-27	.....	R-37	D-40	.....

QUALITY PARTS

COMPARATIVE CODE CHART

ORIGINAL WITH P. & D.

AUTO-LITE

Autolite No.	P.&D. No.
CB-4008	GC-12
CB-4012	GC-11
CB-4013	GC-12X
CB-4014	GC-12
CB-4021	GC-12
CE-3033AS	LC-12
CE-3224S	LC-12
CE-3224CS	LC-18
CE-3224ES	LC-18
CE-3224JS	LC-12
CE-3224LS	LC-12S
CE-3224RS	LC-18
CE-3224VS	LC-12
CE-3224WS	LC-22
CE-3264S	UC-1
CE-4001L	UC-1
CE-4002	UC-1
CE-4025	UC-1
CE-4404	UC-1
CF-4004	UC-1
EB-108	SS-210
EB-507	SS-205
EB-508	SS-211
EB-2206	SS-216
EB-2306	SS-216N
EB-2406	SS-216L
EB-2407	SS-205L
EB-7806	SS-219
EB-7807	SS-218
EB-8506	SS-221
EB-8507	SS-223
EBA-507	SS-222
EBA-2907	SS-220
GAC-1012	E-19
GAC-1013	E-19C
GAL-12	E-22
GAL-13	E-22C
GAL-49	231
GAL-57	231
GAL-1167	E-39
GAL-1168	E-39C
GAM-12	E-22
GAM-13	E-22C
GAR-13	E-22C
GAS-12	E-32
GAS-13	E-32C
GAU-1012	E-19
GAU-1013	E-19C
GBF-79	278
GBM-1012A	E-39
GBM-1012	E-39
GBM-1013	E-39C
GBM-1013A	E-39C
GBW-1012	E-45
GBW-1012A	E-45
GBX-1012	E-46
GBY-1012	E-46
GCE-1012	E-46
GCJ-1012	E-43
GCJ-1013	E-43C
GCM-1012	E-44M
GCM-1013	E-44C
GDF-1012	E-43
GDF-1013	E-43C
GT-12	E-13
GT-13	E-13C
IA-32	AUS-2
IA-213	AU-69
IA-218	AU-69
IA-272	AUS-9
IB-24	AUS-9
IB-43	AU-68
IB-1048	AU-75
IB-1060	AU-78
IB-2024	BO-1
IB-2053	BO-1
IG-111	AUS-2
IG-514	AU-69
IG-515	AU-69
IG-579C	225
IG-579A	270
IG-1058	AU-71
IG-1320	AU-73
IG-1323	AU-76
IG-1324	AU-74
IG-1325	AU-88
IG-1576R	AU-79

Autolite No.	P.&D. No.
IG-1657	AU-101
IG-1839	AU-13
IG-1839A	AU-13L
IG-1879	UC-106
IG-2671	AUC-104
IG-2671F	AUC-114
IG-2671G	AUC-113
IG-2671J	AUC-116
IG-2671K	AUC-113
IG-3033GS	LC-12S
IG-3033ZS	BC-4
IG-3224ES	LC-12S
IG-3224JS	LC-12S
IG-3224S	LC-12
IG-3224S	LC-16
IG-3224VS	LC-22
IG-3245	BC-4
IG-3927	AUC-113
IG-3927A	AUC-114
IG-3927C	AUC-104
IG-3927D	AUC-104
IG-4070	UC-1
IG-4076	UC-1
IG-4095	UC-1
IG-4098S	LC-21
IG-4404	UC-1
IG-4806	UC-1
IGB-1001	AU-80
IGB-1002	AU-77
IGB-1002E	AU-77
IGB-1025	UC-107
IGB-1025A	UC-107
IGB-1025B	UC-107
IGB-1025C	UC-107
IGB-1025G	UC-107
IGB-1025J	AUC-115
IGB-1031	AU-82
IGB-1205G	UC-107
IGB-1239	AU-99
IGB-1240	AU-98
IGB-1241	AU-108
IGB-3664	AU-18
IGC-1107S	AU-102
IGC-1149	AU-23
IGC-3028	AU-18
IGE-1003	AU-84
IGE-1003L	AU-100
IGE-1016	AU-81
IGH-1029	AU-92
IGH-1030	AU-92
IGH-1031	AU-92
IGH-1041	AU-89
IGH-1045	AU-96
IGH-3664	AU-18
IGJ-1016	AU-81
IGK-1003	AU-90
IGK-1016	AU-87
IGO-1003	AU-106
IGP-33	AUS-9
IGP-1003	AU-104
IGP-1016	AU-95
IGP-1016B	AU-95
IGP-1047M	AU-26
IGP-3028	AU-18
IGP-3028A	AU-18-9
IGP-3028ES	AU-18-21
IGP-3028FS	AU-18-23
IGP-3028GS	AU-18-22
IGP-3028JS	AU-18-27
IGP-3028KS	AU-18-26
IGP-3028MS	AU-18-24
IGP-3028L	AU-18
IGS-1016	AU-93
IGS-1016B	AU-93
IGS-1049R	AU-92
IGS-1086LM	AU-27
IGS-1086M	AU-21
IGS-1086RM	AU-21
IGT-1049LM	AU-24
IGT-1049RM	AU-22
IGW-3028	AU-19
IGW-3028L	AU-25
IGW-3028LS	AU-25-9
IGW-3028S	AU-19-9
IGW-3075	AUC-104
IGW-3075A	UC-107
IGW-3075C	UC-107
IGW-3075D	AUC-117
IGW-3139	AUC-118
JCM-1013	E-44C

Autolite No.	P.&D. No.
MAB-12	E-17
MAB-49A	260
MAB-53	244
MAB-124	280
MAB-2040	ASB-17
MAB-2040A	ASB-17
MAB-2079AS	SW-18
MAB-2079S	SW-32
MAB-2080	SW-17
MAH-12	E-17
MAH-1034	E-18
MAK-12	E-33
MAK-1034	E-34
MAL-12	E-17
MAL-1034	E-18
MAN-12	E-17
MAO-12	E-10
MAU-12	E-17
MAW-12	E-37
MAW-13	E-38
MBA-12	E-17
MG-77A	258
MG-1012	E-10
MH-54	E-14
MP-41A	264
MR-18	ASB-11
MU-34	ASB-1
MU-2208	SW-4
MU-2208S	SW-4
MZ-12	E-17
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MZ-40A	259
MZ-44	226
MZ-44A	ASB-27
MZ-46A	261
MZ-1034	E-18
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SS-4001A	SW-54
SS-4002	SW-54
SW-2677A	SW-53
SW-2813	SW-51
SW-3737S	SW-34
SW-3752S	SW-33
SW-4001	SW-5
SW-4001C	SW-5
SW-4002	SW-14
SW-4105	SW-14
SW-4201	SW-5
SW-4202	SW-4
TC-1102A	VR-98
TC-4301A	VR-97
TC-4302A	VR-97
TC-4302B	VR-97
TC-4304A	VR-98
TC-4305A	VR-97
TC-4306A	VR-97
TC-4313A	VR-97
VRB-4004B	VR-83
VRB-4005A	VR-89
VRB-4012B-1	VR-100H
VRD-4002A	VR-96
VRD-4002B	VR-96
VRD-4003A	VR-98
VRD-4003B	VR-98
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VRP-4001B	VR-100H
VRP-4001C	VR-88
VRP-4001D	VR-88
VRP-4001E	VR-88
VRP-4002A	VR-100H
VRP-4002B	VR-88
VRP-4002C	VR-100H
VRP-4004A	VR-100H
VRP-4004D	VR-88
VRP-4004F	VR-100H
VRP-4004F-1	VR-100H
VRP-4006C	VR-88
VRP-4101A	VR-89
VRP-4201A	VR-100H
VRR-4001A	VR-91
VRR-4001B	VR-91
VRR-4003A	VR-96
9506	DS-4
9584	DS-4
9590	DS-4
9657	DS-5
9661	DS-3

FORD

Ford No.	P.&D. No.
5014	SW-12
5104	F-1
5125	F-2
5126	F-2C
5132-C	FBH-1
18-6254	642-A
18-6610	642-B
18-6652	642
A-10047A	F-4-4C
A-10047B	F-6-6C
40-10047	F-9-9C
40-10047M	F-9-9C
01A-10047	F-14
91A-10047	F-13
40-10069	F-9
01A-10069	F-14
91A-10069	F-13
A-10069AR	F-4
A-10069BR	F-7
A-10069DR	F-9
99B-10069	F-14
B-10069C	F-9
18-10069A	F-9
A-10069B	F-7
18-10069M	F-9
A-10070B	F-7C
A-10070AR	7-4C
A-10070BR	F-7C
A-10070DR	F-9C
B-10070C	F-9C
18-10070A	F-9C
40-10070	F-9C
B-10128	246
01A-10128	288
78-10128	288
B-10505	GC-13
18-10505	GC-13
40-10505	GC-13
01A-10505	VR-87
01A-10505C	VR-87
68-10505A	VR-87
78-10505	VR-87
01A-10505C3	VR-87H
81A-10505	VR-87H
91A-10505	VR-87H
B-11052	259
A-11054	F-6
B-11054	F-6
18-11055	F-5S
A-11056	F-1
B-11056	F-5
18-11056	F-5T
B-11057	F-5-5L
18-11057	F-5S-5T
B-11135	245
A-11375C	SS-4L
B-11375	SS-5L
A-11377C	SS-216L
B-11377	SS-219
A-11379C	SS-211
B-11379	SS-210
A-11382A	SS-205L
B-11382	SS-218
09B-11450	SW-55
A-11450	SW-13
A-11450C	SW-13
BF-11450	SW-13
18-11450	SW-37
40-11450	SW-37
48-11450	SW-38
68-11450	SW-55
B-11450	SW-15
78-11450	SW-55
01A-11450A	SW-55
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B-12000	FC-5
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68-12011	FR-59
18-12012	FR-52
68-12012	FR-59
18-12024	FC-6
68-12024	FC-8
78-12024	FC-9
IGA-12024	FC-10
9N-12024	FC-11
A-12105	FR-70
B-12105	FR-70

Ford No.	P.&D No.
9N-12105	FR-82
18-12105	FR-75
18-12105B	FR-75
59A-12105	FR-88
IGA-12106	FR-84
9N-12106	FR-82
5GA-12106	FR-86
21A-12106	FR-78
59A-12106	FR-90
7HA-12106	FR-92
7RA-12106	FR-94
IGA-12106	FR-84
18-12108	FR-51
18-12111	FR-52
A-12115	FR-70A
B-12115	FR-70A
18-12115	FR-75
18-12116	FR-74
68-12116	FR-76
40-12120	290
A-12130	FR-58
18-12130B	FR-57
78-12130	FR-62
B-12132-A1	225
18-12132	289
18-12140	FR-50
68-12140	FR-60
78-12140	FR-61
A-12148	FR-55
A-12151	FR-54
40-12151	FR-57
A-12162	FR-5
B-12162	FR-7
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18-12162	FR-10
40-12162	FR-10
7RA-12171	FR1617
68-12162	FR-12
A-12172	FRS-6
B-12172	FRS-6
18-12172	FRS-11
18-12172B	FRS-11
40-12172	FRS-11
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21A-12200	FR-83
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H-12219	FR-14L
68-12219	FR-13L
A-12275	FR-53
B-12275	FR-53
A-12300	FRC-100
B-12300	FRC-101
H-12300	FRC-105
IGA-12300B	FRC-109
7RA-12300B	FRC-110
91A-12300	FRC-108
18-12300	FRC-103
68-12300	FRC-104
78-12300	FRC-107
81A-13532	DS-1

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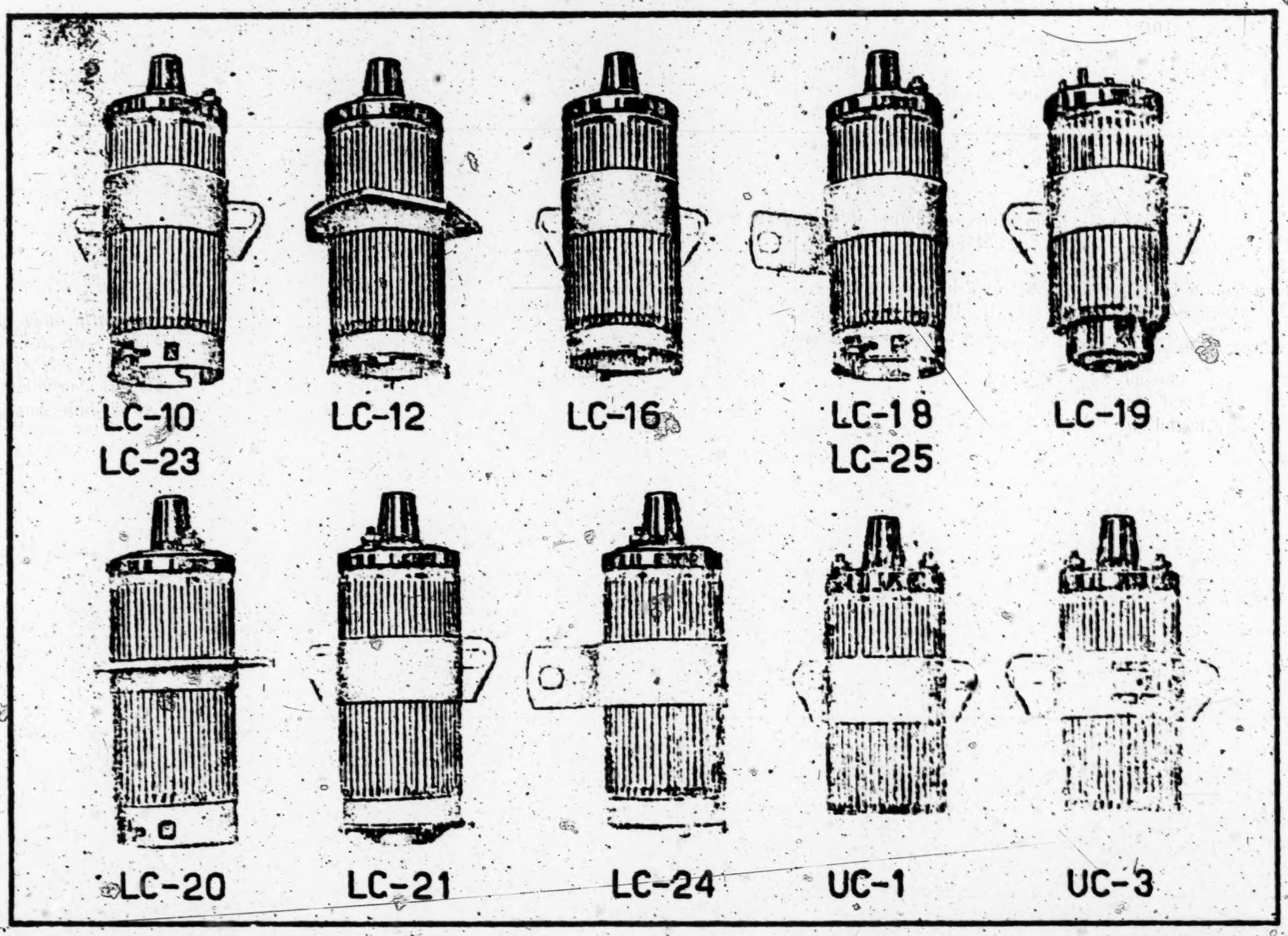
QUALITY PARTS

GENUINE P&D IGNITION PARTS

P & D AIR-COOLED SUPER POWER COILS

U. S. Patent No. 102091



These popular Super Power Coils are manufactured with fluted cans for quick heat dissipation and highest operating performance.

LC-10 COIL (538Z; 1115126, 1115102)
Negative Polarity
TO FIT
Cadillac 1946-47
Chevrolet 1935-40
Chevrolet (Can.) 1935-42
Oldsmobile 6 & 8 1935-42 46-47
Pontiac 6 & 8 1935-42; 46-47
Studebaker 8 1936-37
And Many Trucks

LC-12 COIL (1G-3224JS; CE-3224JS)
Positive Polarity
TO FIT
Chrysler 6 & 8 1935-42
DeSoto 1935-42
Dodge 1935-42
Dodge Truck 1935-42-47
Hupmobile 6 1938-40
Hupmobile 1938-39
Nash 6 1935-36
Nash 6 & 8 1935-37; 42; 46-47
Packard "6" 1942; 46
Packard "8" 1935-37; 42; 46-47
Plymouth 1935-42
Plymouth Truck 1937-42
Studebaker 6 1940
Studebaker 8 1941-42
And Many Trucks

LC-16 COIL (1G-3224JS, CE-3224JS)
Positive Polarity
TO FIT
Chrysler 6 1935
Chrysler 8 1936-37
DeSoto 1935-36
Dodge Truck 1938-39
Hudson 1935-40
Hudson 8 1935-42; 46-47
Packard 8 1939
Terraplane 1936-38

LC-18 COIL (1115024)
Negative Polarity
TO FIT
Buick 1940-42; 46-47

LC-19 COIL (1115141)
Negative Polarity
TO FIT
Chevrolet Tr. 1941-42; 46
Chevrolet 1941-42; 46

LC-20 COIL (538Z; 1115126 with 1860296 Bracket)
Positive Polarity
TO FIT
Graham 1935-37
Nash 1'41-42
Packard 6 1942; 46
Studebaker 8 1938-40

LC-21 COIL (1G-4098S)
Positive Polarity
TO FIT
Hudson 6 1941-42; 46-47

LC-23 (1115128, 545-B)
Positive Polarity
TO FIT
Cadillac 8 1936-42
Graham 1938-40
LaSalle 1935-40
Studebaker 1936-37

LC-24 (CE-3224VS)
Positive Polarity
TO FIT
Packard 1935-41

LC-25 (539N, 1115027)
Positive Polarity
TO FIT
Packard 6, 1937-38; 1941

***LC-26 (538-Z, 1115126)**
Negative Polarity
TO FIT
Chevrolet 1933-34
Graham 6 & 8 1933

***LC-27 (545-B, 1115126)**
Positive Polarity
TO FIT
Chrysler (All) 1933
DeSoto 1933
Dodge 1933-34
Graham 1934
Plymouth 1933-34

UC-1 UNIVERSAL COIL 6 Volt)
(CE 4002, CE-4025, CE-4030, CE-4404, IG-4070, IG-4070NS, IG-4092, IG-4093, IG-4806, 526-B, 1115328, RA-12029)
TO FIT
Chrysler 1946-48
Crosley 1946-47
DeSoto 1946-48
Dodge 1946-48
Ford Truck 6 & 8 1948
Frazer 1946-48
Hudson (All) 1948
Kaiser 1946-48
Nash (All) 1948
Plymouth 1946-48
Studebaker (All) 1947-48
Willys 1942-47
And practically all passenger cars and trucks that are equipped with a 6 volt universal coil.

UC-3 (1115380)
TO FIT
Buick (All) 1948
Cadillac (All) 1948
Chevrolet 1947-48
Oldsmobile (All) 1948
Pontiac (All) 1948

*Not illustrated
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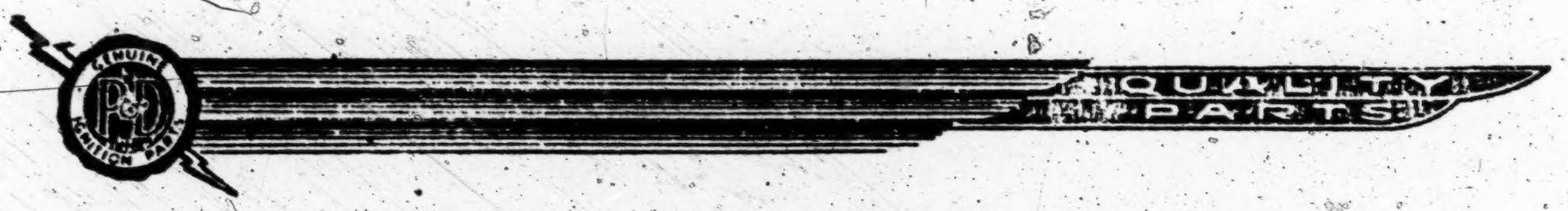

P & D GENUINE REPLACEMENT BUSHINGS

DISTRIBUTOR, STARTER AND GENERATOR BUSHING INTERCHANGE LIST AND DIMENSIONS

NEW P&D No.	OLD P&D No.	Mfrg's. No.	System Used On	Inside Dia.	Outside Dia.	Length	TO FIT
200	DSB-1	810620	DR Starter	9/16	5/8	3/4	Buick 1926-47, Cadillac 1936-47, Chev. 1925-37, Packard 1937-38; 41-47, Pontiac 1928-34, Studebaker 1920-40
222	DSB-5	35058	DR Starter	9/16	5/8	13/16	Auburn 1932-33, Franklin 1932-34 and Many Trucks
225	ASB-2	B-12132-A1; IG-579C	AL-F Distributor	1/2	9/16	1	Ford 1929-35 (Split Bushing)
226	ASB-3	MZ-44	AL-F Starter	5/8	11/16	5/8	Ford 1929-31
228	ASB-5	MZ-40	AL Starter	41/64	45/64	19/32	Ford 1929-31
231	ASB-6	GAL-49 & 57	AL Generator	5/8	3/4	31/32	Hudson 1930-33 Hupmobile '29-33, Nash '29-32
242	DSB-14	812823; 1850786	DR Generator	9/16	25/32	25/32	Buick 1934-47, Cadillac 1936-47, Chevrolet '24-48, Chrysler '26-35, DeSoto '29-34, Dodge '30-34, Oldsmobile '27-47, Packard '37-47, Pontiac '26-47.
244	FSB-2	MAB-53	AL-F Starter	5/8	11/16	1-5/32	Ford 1928-29
245	FSB-3	B-11135	F Starter	5/8	3/4	1-5/32	Ford 1928-48, Mercury 39-48, Zephyr '37-41
246	FSB-4	B-10128	F Generator	5/8	3/4	31/32	Ford 1932-35
247	NSB-4	5019605	DR	1/2	9/16	7/8	Dodge 1929-30, DeSoto 1926-30 (See Distributors)
249	FSB-5	(——)	F	25/32	27/32	1-1/16	Ford 1929-31
258	ASB-17	GPW-11395; MG-77A	AL-F	5/8	3/4	3/4	Auburn 1936-36, Dodge 1946-48, Frazer 1947-48, Kaiser 1947-48, Packard 1935-47, Plymouth 1946-48, Studebaker Champ. 1947-48
259	ASB-18	B-11052; MZ-40A	AL-F	5/8	3/4	19/32	Chrysler 1935-39, DeDSoto '35-39, Dodge '35-39, Ford '28-48, Hudson '33-47, Nash '28-47, Plymouth '35-39, Studebaker '39-41, Willys '33-41.
260	——	MAB-49A	AL	5/8	3/4	1-33/64	Nash 1928-47
261	ASB-20	MZ-46A	AL Starter	5/8	3/4	61/64	Hudson 1930-35, Nash 1946-47 Terraplane 1932-35
264	ASB-21	MP-41A	AL Starter	1/2	5/8	3/4	Chrysler 1935-48, DeSoto 1935-48, Dodge 1935-42, Packard 1937-47, Plymouth 1935-42, Studebaker 1933-47
265	DSB-16	1839345	DR Starter	1/2	9/16	25/32	Buick 1933-47, Cadillac 1930-40 Chevrolet '38-48, Chrysler '28-35 DeSoto '30-34, Dodge '30-34, Nash '41-42, Oldsmobile '28-47, Pontiac '35-47.
270	ASB-28	GPW-12082; IG-579A	AL Distributor	1/2	5/8	1	Ford 1928-34 Where solid bushing is required—Practically all A. L. distributors.
271	——	812410	DR Starter	5/8	11/16	3/4	Nash '41-42, Studeebakeer '32-33, Chrysler 1935-48, DeSoto 1935-48, Dodge 1935-48, Frazer 1947-48, Kaiser 1947-48, Packard 1935-47, Plymouth 1935-46, Studebaker 1935-48, Willys 1938-47
278	ASB-33	GBF-79; GPW-10128B	AL-F Starter	5/8	3/4	31/32	
280	ASB-34	MAB-124	AL Starter	5/8	3/4	1-1/4	Hudson '35-47, Studebaker '39-46
288	——	CIA-10129; 78-10128	F Generator	43/64	51/64	51/64	Ford 1939-48, Mercury 1939-48
289	——	18-12132	F Distributor	7/8	1	3/4	(Dist. Rear) Ford 1932-48
290	——	40-12120	F Distributor	7/16	5/8	5/8	(Dist. Front) Ford 1932-41

THESE BUSHINGS ARE SAME TYPE AS ORIGINAL EQUIPMENT

DISTRIBUTOR BUSHINGS

225 (B-12132-A1) (IG-579)
(Split type—If solid type is wanted use 270). To Fit:
Ford 4 cyl. 1928-34
and Autolite Distributors using a split bushing.

247 (5019605, 38296)
Used on popular cars, trucks and buses using Delco-Remy system

270 (GPW-12082) (IG-579A)
(Solid Type—If split type is wanted use 225). To Fit:
Ford 4 cyl. 1928-34
and used on practically all Autolite systems.

289 (18-12132) (Distributor rear)
Ford 8 Cyl. 1932-36
Ford 6 & 8 1942-48

290 (40-12120) (Distributor Front)
Ford 8 cyl. 1932-41

CAR SPECIFICATIONS — STARTER & GENERATOR BUSHINGS

Car, Year, Model	System	STARTER Drive End	STARTER Comm. End	GENER. Comm. End
AUBURN				
1928-30 All	DR	200	—	—
1932-33 12 - 160 165	DR	222	—	—
1934-36 All	DR	—	—	278

Car, Year, Model	System	STARTER Drive End	STARTER Comm. End	GENER. Comm. End
BUICK				
1928-32 All	DR	200	—	—
1934-35 40	DR	265	—	—
1935-47 40 50	DR	265	—	242
1936-47 60, 70, 89, 90	DR	200	—	242

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WEATHERLY
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GENUINE P. & D.

FUEL PUMPS • REBUILD KITS • DIAPHRAGM KITS

CATALOG No. F-1

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Precision in Manufacturing — Dependability in Quality

P & D MANUFACTURING CO., Inc.

GENERAL OFFICES AND FACTORY

19-02 STEINWAY STREET, LONG ISLAND CITY 5, N. Y.

WAREHOUSES

LOS ANGELES, CALIF. KANSAS CITY, MO. CHICAGO, ILL.
ATLANTA, GA. DALLAS, TEXAS

EXPORT DEPT., Borg-Warner-International, 206 So. Mich. Ave., Chicago 4, Ill.

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QUALITY PARTS — GENUINE P&D IGNITION PARTS

CAR GUIDES—CARBURETOR KITS and GASKET PACKETS

Year	Model	Carburetor	CARBURETOR REPAIR KIT Standard	*1 Size Lean	Gasket Packet
CHEVROLET					
1930-31	Independence & Universal	Carter 150S	C-20		GP-5
1932-33	Passenger, Master	Carter 235S, 259S	C-21	C-21L	GP-6
1932-36		Carter 569S	C-27	C-27L	GP-13
1934	Master	Carter 284S	C-22	C-22L	GP-7
1935	Master & DeLuxe	Carter 284S	C-22	C-22L	GP-7
1936	Master & DeLuxe	Carter 319S, 334S	C-23	C-23L	GP-7
1937	Master & DeLuxe	Carter 346S	C-24	C-24L	GP-7
1938	Master & DeLuxe	Carter 391S	C-25	C-25L	GP-11
1939-40	All Models (Except Fleet)	Carter 420S	C-26	C-26L	GP-13
1941-48	All Models (Except Fleet)	Carter 483S, 574S	C-27	C-27L	GP-13
FORD					
1928-31	Model "A" & "AA"	Zenith A-9510B	C-5	C-5L	GP-14
1932-34	B, 46	Zenith B-9510	C-6	C-6L	GP-15
1934-36	V-8 Pass. Car & Truck	Stromberg 40-9510D	C-7	C-7L	GP-16
1937-38	V-8 85 & 90 H.P.	Stromberg 67-9510A	C-8	C-8L	GP-16
1937-38	V-8 60 H.P.	Stromberg 52-9510B	C-9	C-9L	GP-17
1939-42	V-8 85, 90, 95, 100 H.P. (Except Bus)	Chandler Grove 21A, 91A-9510A	C-10	C-10L	GP-18
1939-40	V-8 60 H.P.	Chandler Grove 922A-9510A	C-11	C-11L	GP-19
1941-42	6 Cylinder	Ford 1GA-9510A	C-12	C-12L	GP-20
1946-47	6 Cylinder	Ford 5GA-9510A	C-12	C-12L	GP-20
1946-48	V-8 100 H.P.	Chandler Grove 59A-9510	C-14	C-14L	GP-18
LINCOLN					
1936-38	H, HB, 86H, Zephyr	Stromberg 86H-9510-A1 H-9510			GP-16
1939-46	Zephyr	Ch. Gr. 064, 26H, 86H-9510	C-13	C-13L	GP-18
MERCURY					
1939-42	90 & 100 H.P.	Chandler Grove 91A-9510A	C-10	C-10L	GP-18
1946-48	100 H.P.	Chandler Grove 59A-9510A	C-14	C-14L	GP-18
PLYMOUTH					
1934	PE, PF, PG	Carter C6B1	C-35	C-35L	GP-8
1935	PJ (Early)	Carter C6D1	C-36	C-36L	GP-9
1935	PJ (Late)	Carter C6D2	C-37	C-37L	GP-10
1936	P1, P2	Carter C6E1, C6E2	C-38	C-38L	GP-10
1937	P3, P4	Carter C6F1 to 5, C6H1	C-39	C-39L	GP-10
1938	P6	Carter C6J1, C6K1	C-40	C-40L	GP-10
1939-41	P7, P8, P9, P10, P11, P12	Carter D6A1,D6A2,D6C1,D6C2	C-41	C-41L	GP-12
1942-48	P14, P15	Carter D6G1	C-42	C-42L	GP-12

*Use Where Altitude is From 5,000 to 10,000 Feet.

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TO

P. & D. MANUFACTURING CO., INC.

Long Island City, N. Y.

DISTRIBUTORS FRANCHISE AGREEMENT

Application and Acceptance

_____ 19

Application of _____

_____ of _____

for appointment as Distributor of P. & D. products manufactured by

P. & D. MANUFACTURING CO., INC., Long Island City, New York (hereinafter referred to as the "Factory").

Applicant represents that it is engaged in jobbing automotive parts, repair materials and equipment; that more than eighty per cent of its sales are at wholesale, and that it can qualify as a jobber of all P. & D. lines, entitling it to the regular Jobber's discount offered to all Jobbers by said Factory.

No. 1 In order to earn the additional standard Distributorship compensation, Applicant agrees to perform, at its own cost, services and promotion of Factory interests, as follows:—

(a) **Applicant** will carry in stock a complete variety of products for which it is Distributor, and will not carry or sell any competing items or materials except by specific consent of the Factory.

(b) **It** will consistently employ eight or more travelling salesmen, each of whom will carry a complete factory catalog and such other sales or engineering data as may be prescribed by the Factory.

(c) **It** will allocate one or more employees acceptable to the Factory, for not less than one man-week in any year or not more than three man-weeks in any year, for field instruction prescribed by the Factory. Applicant's employees who have been so Factory-trained, shall in every way assist applicant's salesmen in the promotion of sales of P. & D. products, shall act for the Factory in handling complaints in applicant's territory, and shall between visits of Factory representatives administer applicant's stocks of P. & D. products so that at all times the Distributor is in position to render full service.

(d) **Applicant,** as a Distributor, shall serve any P. & D. Jobber that so desires to buy from Distributor at current Jobber prices, but the Factory may not demand that the applicant thus serve Jobbers except where the P. & D. Jobber, as stated above, desires to do business with the Distributor; and at all times P. & D. MANUFACTURING CO., INC. reserves the right to sell any P. & D. Jobber direct in the event that the said Distributor and such P. & D. Jobber do not co-operate.

(e) **P. & D.** products resold by the Distributor to Jobbers shall be considered a part of the applicant's total purchase of any products group, thus making available to the Distributor any volume rebate or compensation which the factory will offer on one or more products groups.

(f) **Payment** by applicant for merchandise purchases as a Distributor shall be met on the 10th of the month following such billings, and it is agreed that in any month when such payment is delayed beyond the 10th, all billings of that month will omit the Distributorship compensation.

(g) **Applicant** will at all times carry current Factory literature to be distributed under Factory instructions, and shall be faithful in its prompt and earnest efforts to follow up inquiries received by the Factory as a result of general advertising, and shall in all other ways serve the Factory as the Factory branch within a prescribed logical area.

(h) **The** Distributor wishing to make returns of our merchandise for exchange under our Obsolescence Policy will write P. & D. Manufacturing Co., Inc. main office, listing parts to be exchanged, and receive our written consent and return merchandise label before making shipment. SUCH RETURNS WILL HAVE CHARGES PREPAID.

No. 2 The Distributors compensation shall be in the form of a cash discount on billings at regular Jobber prices as follows: 20% and 2% on all monthly purchases with the exception of the following that have a lesser discount; Cabinets and Assortments carry 10% only;

(b) **Merchandise** will be accepted for merchandise credit only if listed in the buyer's guide of current catalog at prevailing selling prices at time of return, less 10% handling charge.

No. 3 It is mutually agreed that this Franchise expires as of December 25th, 19

_____

Applicant.

476

_____

4-15-52

P. & D. MANUFACTURING CO., INC.

DISTRIBUTOR'S REBATE AGREEMENT

This Agreement entered into this day of between P. & D. MANUFACTURING CO., INC., LONG ISLAND CITY, NEW YORK, known as the Manufacturer and

(FIRM).....

(CITY) .....(STATE) .....

known as the Distributor, wherein the Distributor hereby agrees to purchase his or their entire requirements of ignition repair parts as catalogued from the Manufacturer from the above date until.....

In Consideration of the above agreement, the Manufacturer agrees to allow the Distributor the following rebates *instead* of the usual 2% of the value of all invoices, *EXCEPT on Cabinet Assortments and Merchandisers.*

Volume: The amount or rebate earned will be determined by the net purchases shown on your monthly statement.

On monthly purchases of:	$100.00 to 149.00	$150.00 to 199.00	$200.00 to and up
Discounts will be:	5%	7%	10%

Requirements:

Payment: Our terms are: 10th Prox., net thirty days, and no rebate will be allowed unless complete settlement of our account per statement rendered is received not later than the 15th of the month and for purchases shown on statement only.

The above terms must be understood definitely, for we will not, under any consideration, allow this volume rebate unless your check is received not later than the 15th of the month as above stated.

Return Merchandise: The Distributor wishing to make returns of our merchandise for exchange under our obsolescence policy must write our main office listing parts to be exchanged and receive our written consent and return merchandise label before making shipment. *ALL RETURNS ARE TO HAVE CHARGES PREPAID.*

Merchandise will be accepted for merchandise credit only if listed in the buyer's guide of current catalogue at prevailing selling prices at time of return, less 10% handling charge. All merchandise to be of our manufacture only.
Return of assortments will not be accepted by factory.

This supersedes any contracts or agreements of like nature previously made.

P. & D. MANUFACTURING CO., INC. .....
Distributor

By: .....
Ra 1

By: .....

471

P. & D. MANUFACTURING CO., INC.

DISTRIBUTOR'S REBATE AGREEMENT

This Agreement entered into this , day of between P. & D. MANUFACTURING CO., INC., LONG ISLAND CITY, NEW YORK, known as the Manufacturer and

(FIRM).....

(CITY) .....(STATE) .....

known as the Distributor, wherein the Distributor hereby agrees to purchase his or their entire requirements of ignition repair parts as catalogued from the Manufacturer from the above date until.....

In Consideration of the above agreement, the Manufacturer agrees to allow the Distributor the following rebates *instead* of the usual 2% of the value of all invoices, *EXCEPT on Cabinet Assortments and Merchandisers,*

Volume: The amount or rebate earned will be determined by the net purchases shown on your monthly statement.

On monthly purchases of:	$200.00 to 299.00	$300.00 to 399.00	$400.00 to and up
Discounts will be:	10%	13%	15%.

Cabinet Assortments and Merchandisers are subject to a maximum rebate of ten percent (10%) only.

Requirements:

Payment: Our terms are: 10th Prox., net thirty days, and no rebate will be allowed unless complete settlement of our account per statement rendered is received not later than the 15th of the month and for purchases shown on statement only.

The above terms must be understood definitely, for we will not, under any consideration, allow this volume rebate unless your check is received not later than the 15th of the month as above stated.

Return Merchandise: The Distributor wishing to make returns of our merchandise for exchange under our obsolescence policy must write our main office listing parts to be exchanged and receive our written consent and return merchandise label before making shipment. *ALL RETURNS ARE TO HAVE CHARGES PREPAID.*

Merchandise will be accepted for merchandise credit only if listed in the buyer's guide of current catalogue at prevailing selling prices at time of return, less 10% handling charge. All merchandise to be of our manufacture only.
Return of assortments will not be accepted by factory.

This supersedes any contracts or agreements of like nature previously made.

P. & D. MANUFACTURING CO., INC. .....
Distributor

By: ..... By: .....

Ra 2

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MONTHLY REPORT OF P. & D. DISTRIBUTORS - Sales to P. & D. Jobber Accounts

Date.....

(Make out in duplicate, then please mail ONE copy to N. Y.)

To
P. & D. MANUFACTURING CO., INC.
19-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

This Report covers month of.....19.....

We are attaching copies of invoices containing sales of P. & D. Products made to active P. & D. Jobbers at Jobber prices. The sales summarized below.

DO NOT INCLUDE:
1—Transportation charges to customers.
2—Super Chief Magnetos.
3—Merchandising Assortments.

LEAVE BLANK	JOBBER	CITY	STATE	DATE OF INVOICE	INVOICE NUMBER	AMOUNT OF SALES AT JOBBER PRICES
				TOTAL SALES		

.....
(P. & D. Distributor)

.....
(City)

.....
(State)

By .....

477

Warehouse Distributor Copy

P. & D. MANUFACTURING CO., Inc.

19-02 STEINWAY STREET
LONG ISLAND CITY 5, NEW YORK

JOBBERS' CONTRACT

This agreement, made this_____day of_____, 194____, between _____whose principal place of business is in _____hereinafter known as the Warehouse Distributor, and_____of_____ hereinafter known as the Jobber.

WHEREAS, the Warehouse Distributor has the right to distribute P. & D. Ignition Parts, and other merchandise of their manufacture, and

WHEREAS, the Jobber is desirous of having the right to purchase said merchandise at wholesale prices and distribute to dealers and fleets in his territory.

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein and of one dollar paid by each to the other, it is agreed, to-wit:

I.

The Warehouse Distributor agrees to sell the Jobber, and the Jobber agrees to buy from the Warehouse Distributor, the Jobber's requirements of P. & D. Ignition Parts during the period from_____, 194____, to December 31, 194____, at prices shown on Jobbers' current cost sheets.

II.

The Jobber agrees to place an initial order amounting to_____and maintain an adequate stock, sufficient to service his local trade and to use his best effort in promoting the sale of P. & D. in his territory.

III.

This contract shall become binding when it has been signed by the Warehouse Distributor and Jobber, and approved at Long Island City, New York, by P. & D. Manufacturing Co., Inc., and may be cancelled on ten days written notice from P. & D. Manufacturing Co., Inc., to the Jobber or Warehouse Distributor, but unless so cancelled, it shall continue in effect for the period of the contract.

IN WITNESS WHEREOF, we have set our hands and seals.

JOBBER_____

BY_____

WAREHOUSE DISTRIBUTOR_____

BY_____

Approved: Date_____
P. & D. MANUFACTURING CO., INC.

_____

_____

(See Reverse Side)

Commission's Exhibit 17a

TO
P & D MANUFACTURING CO., INC.
Long Island City 5, N. Y.

DISTRIBUTORS FUEL PUMPS FRANCHISE AGREEMENT

Application and Acceptance

.....19

Application of .....

..... of .....

for appointment as Distributor of P & D products manufactured by P & D MANUFACTURING CO., INC., Long Island City, New York (hereinafter referred to as the "Factory").

Applicant represents that it is engaged in jobbing automotive parts, repair materials and equipment; that more than eighty per cent of its sales are at wholesale and that it can qualify as a jobber of all P & D lines, entitling it to the regular Jobber's discount offered to all Jobbers by said Factory.

No. 1 In order to earn the additional standard Distributorship compensation, Applicant agrees to perform, at its own cost, services in promotion of Factory interests, as follows:—

(a) **Applicant** will carry in stock a complete variety of products for which it is Distributor.

(b) **It** will consistently employ eight or more traveling salesmen, each of whom will carry a complete factory catalog and such other sales or engineering data as may be prescribed by the Factory.

(c) **It** will allocate one or more employees acceptable to the Factory, for not less than one man-week in any year or not more than three man-weeks in any year, for field instruction prescribed by the Factory; Applicant's employees who have been so Factory-trained, shall in every way assist applicant's salesmen in the promotion of sales of P & D products, shall act for the Factory in handling complaints in applicant's territory, and shall between visits of Factory representatives administer applicant's stocks of P & D products so that at all times the Distributor is in position to render full service.

(d) **Applicant** as a Distributor, shall serve any P & D Jobber that so desires to buy from Distributor at current Jobber prices, but the Factory may not demand that the applicant thus serve Jobbers except where the P & D Jobber, as stated above, desires to do business with the Distributor; and at all times P & D MANUFACTURING CO., INC., reserves the right to sell any P & D Jobber direct in the event that the said Distributor and such P & D Jobber do not cooperate.

(e) **P & D** products resold by the Distributor to Jobbers shall be considered a part of the applicant's total purchase of any products group, thus making available to the Distributor any volume rebate or compensation which the factory will offer on one or more products groups.

(f) **Payment** by the applicant for merchandise purchases as a Distributor shall be met on the 10th of the month following such billings, and it is agreed that in any month when such payment is delayed Beyond the 10th, all billings of that month will omit the Distributorship compensation.

(g) **Applicant** will at all times carry current Factory literature to be distributed under Factory instructions, and shall be faithful in its prompt and earnest efforts to follow up inquiries received by the Factory as a result of general advertising, and shall in all other ways serve the Factory as the Factory branch within a prescribed logical area.

(h) **The** Distributor wishing to make returns of our merchandise for exchange under our Obsolescence Policy will write P & D Manufacturing Co., Inc., main office, listing parts to be exchanged, and receive our written consent and return merchandise label before making shipment. SUCH RETURNS WILL HAVE CHARGES PREPAID.

No. 2 The Distributors rebate off regular Jobber's price shall be as follows:
20% and 2% Tenth Prox.

No. 3 It is mutually agreed that this Franchise expires as of:
December 25th, 19.....

.....
Applicant

By .....

Application accepted and Franchise effective in the above terms this ..... day

of ..... 19 .....

P & D MANUFACTURING COMPANY, INC.

By .....

H.P. 1-51

P & D MANUFACTURING CO., INC.

DISTRIBUTOR'S FUEL PUMP REBATE AGREEMENT

This Agreement entered into this day of between P & D MANUFACTURING CO., INC., LONG ISLAND CITY, NEW YORK, known as the Manufacturer and

(FIRM) .....

(CITY) ..... (STATE).....

known as the Distributor, wherein the Distributor hereby agrees to purchase his or their requirements of Fuel Pumps, and Kits, as catalogued from the Manufacturer as of the above date until.....

In Consideration of the above agreement, the Manufacturer agrees to allow the Distributor the following rebates of the value of all invoices.

Volume: The amount or rebate earned will be determined by the net purchases shown on your monthly statement.

On Monthly Purchases Up to $199.00 rebate will be 10%

On Monthly Purchases of $200.00 or more rebate will be 15%

Requirements:

Payment: Our terms are 2% 10th Prox., net 30 days, and no rebate will be allowed unless complete settlement of your account per statement rendered is received not later than the 15th of the month and for purchases shown on statement only.

The above terms must be understood definitely, for we will not, under any consideration, allow this volume rebate unless your check is received not later than the 15th of the month as above stated.

P & D MANUFACTURING CO., INC.

.....

Distributor

By: .....

By: .....

Ra - 3

H.P. 1-51

Commission's Exhibit 20

420 Ex

LOS ANGELES · CHICAGO · KANSAS CITY · DALLAS · ATLANTA · TORONTO, CANADA

P. & D. Manufacturing Co., Inc.

19 07 STEINWAY STREET
LONG ISLAND CITY 5 N Y
RAVENSWOOD 8 7000

March 28th. 1951

Mr. Louis D. Tanenbaum
FEDERAL TRADE COMMISSION
New York Branch Office
45 Broadway.
New York 6. N.Y.

Dear Mr. Tanenbaum,

In answer to your letter dated March 14th. the following data is hereby submitted for your information: - -

(1) Our total domestic sales for 1950 was $1,685,059.00 this being an approximate figure.

(2 & 3) We have broken down our rebate brackets, and both 2 and 3 can be answered here, due to the fact that we have no customers without any rebate whatsoever, and everybody receives a 2% cash discount.

(4) The following, are the number of customers in each rebate bracket : - -

	2%	Rebate #1&#2	10%	15%	20%	Rebate #3
No. of Jobbers	60	258	92	86	186	56
Sales	8364.	299417.	134619.	168570.	1054638.	19451.

(5 & 6) With respect to the data requested in paragraphs 5 and 6, of your letter relating to the identity and details of our transactions with our customers, because of the high degree of competition with which we are confronted, and the lack of information given to us concerning the nature and scope of your inquiry and the charges (if any) that have been made against us, we do not feel that the requested disclosures should be made at this time.

We hope the above information will be of some assistance to you.

Yours very truly,

Gerald J. Piffath
Ass't. General Manager

GJP/ara

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P. & D. MANUFACTURING CO., INC.

19-02 STEINWAY STREET
LONG ISLAND CITY 5, N. Y.

No. 228152

SOLD TO
UTILE UROTHERS
WYOMING AVE AT UNION ST
KINGSTON
PENNSYLVANIA

SHIP TO
M

CUSTOMER NO.	TERR. NO.	NO. DAY YR.
0745	3	11 17 60

FILLED BY	CHECKED BY	PACKED BY	BILLED BY	VERIFIED BY	INVOICE

TERMS: 2% 10TH PROX., 30 DAYS NET

SHIPPED VIA		YOUR ORDER NO.	DATE SHIPPED	OUR ORDER NO.
PARCEL POST		F 03982	11 17 0	120706

DESCRIPTION		QUANTITY	BACK ORDERED	SHIPPED	✓	UNIT PRICE	TOTAL
CONTACT	AU-10	100		100		30	3000
COND	AUC-114	50		50		36	1800
CONTACT	FH-10	30		30		56	1680
CONTACT	FHS-11	80		80		5	400
CONTACT	FH-15-17	30		30		46	1380
DIAL	FH-76	10		10		42	420
LT YELLAY	LH-4	10		10		1 20	1000
SWITCH	SW-15	5		5		47	235
SWITCH	SW-51	10		10		56	560
SWITCH	SW-55	10	10				
SWITCH	US-5	80	10	10		70	700
							12055
							73
							15
							12143

PARCEL POST
1 3 PANCE

NO CLAIMS ALLOWED UNLESS MADE WITHIN 5 DAYS AFTER RECEIPT OF GOODS.

OFFICE COPY

194 118

Commission's Exhibit 21

FEDERAL TRADE COMMISSION

Docket No. 5913 Commission's Exhibit No. 21
In the matter of P & D Mfg. Co.
Date 12-15-52 Witness Rogers
Reporter Hej

Docket 5913 - P. & D. MANUFACTURING CO., INC.

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 46-A
IN THE MATTER OF P. & D. Mfg. Co.
DATE 10-23-52 WITNESS
ELECTREPORTER, INC. Official Reporter
By

Comparison of Sales and Rebate and Discount to Customers in Specified Localities during year 1950.

Customer and Location (1)		Total Billing 1/ $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount Items 5) $ (6)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts Allowed Amount $ (8)	Ignition Line Rebates and Discounts Allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts Allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts Allowed Percent (12)	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines $ (13)
New York														
Albany	Detroit Supply Co.	1,295.83	-	-	-	1,295.-	1,295.83	18.24	3.93	21.55	1,277.59	358.18	28.04	362.11
Babylon	E. Clayton Smith	1,047.14	14.40	-	-	1,032.-	1,032.74	1,032.74	40.92	3.96	-	-	-	40.92
Baldwin	Baldwin Auto Supply Co.	112.50	.79	-	-	111.-	111.71	-	-	-	111.71	18.79	16.82	18.79
Batavia	LaFord and Peters Co.	87.01	1.52	-	-	85.-	85.49	85.49	1.74	2.04	-	-	-	1.74
Bay Shore, L.I.	Bay Shore Auto Supply	263.09	4.46	-	-	258.-	258.63	258.63	1.79	0.69	-	-	-	1.79
Binghampton	Whipples Autom. Equip.	6,102.71	22.32	8.09	-	6,071.-	6,071.70	5,685.23	1,208.98	21.27	386.47	110.12	28.49	1,319.10
Bronx	Corretti Gross, Inc.	3,911.05	32.76	1.29	-	3,877.-	3,877.00	3,844.23	488.49	12.71	32.77	4.44	13.55	492.93
	Kaplan Distributing, Inc.	845.29	9.87	-	-	835.-	835.42	835.42	140.29	16.79	-	-	-	140.29
	Norman Sales Corp.	1,934.15	3.37	-	-	1,980.-	1,980.78	1,501.21	119.49	7.96	479.57	80.17	16.72	199.66
	Ollinville Auto Supply Co.	38.35	.15	-	-	38.-	38.20	20.68	.04	0.19	17.52	-	-	.04
	Pudlin Auto Supplies	2,273.69	23.85	-	-	2,249.-	2,249.84	2,249.84	208.69	9.28	-	-	-	208.69
	Schwarz Auto Parts Co.	683.35	6.60	-	-	676.-	676.75	676.75	7.93	1.17	-	-	-	7.93
	Veteran Auto Parts Co.	791.71	12.06	-	-	779.-	779.65	779.06	45.67	5.86	.60	.02	3.33	45.69
Brooklyn	Capitol Auto Parts	390.44	5.06	-	-	385.-	385.38	385.38	24.43	6.34	-	-	-	24.43
	Howell Treiber, Inc.	1,480.52	3.60	-	-	1,476.-	1,476.92	1,476.32	311.02	21.06	-	-	-	311.02
	Joseph L. Fries Co.	536.26	7.58	-	-	528.-	528.68	523.68	10.60	2.02	5.00	.12	2.40	10.72
	Lous Auto Parts, Inc.	53.22	1.71	-	-	51.-	51.51	-	-	-	51.51	8.69	16.87	8.69
	S. M. Auto Parts, Inc.	2,373.26	39.81	-	18.00	2,315.- 18.00	2,315.45	2,265.33	217.86	9.62	50.12	5.01	10.00	222.87
	Wilson Auto Electric Ser.	34.72	.42	-	-	34.-	34.30	34.30	.68	1.98	-	-	-	.68
Buffalo	Fleming Motor Parts, Inc.	1,378.17	22.41	2.00	-	1,353.-	1,353.76	1,353.76	297.25	21.96	-	-	-	297.25
	H. D. Taylor Co.	598.58	4.11	-	-	584.-	584.47	584.47	126.23	21.60	-	-	-	126.23
	Joseph Auto Co.	597.47	5.27	-	-	592.-	592.20	527.46	11.70	2.22	64.74	11.00	16.99	22.70
	Niagara Auto Parts, Inc.	13,792.13	6.02	70.37	120.00	13,595.- 120.00	13,595.29	13,574.52	2,550.19	18.79	20.77	4.48	21.57	2,554.67
	W. Bergman Hardware Co.	1,119.12	8.56	-	-	1,110.-	1,110.56	1,110.56	241.39	21.74	-	-	-	241.39
Courtland	Cortland Auto Supply Co.	1,077.96	2.71	-	-	1,075.-	1,075.25	1,075.25	111.61	10.38	-	-	-	111.61
Dobbs Ferry	Myral Auto Parts	322.07	5.22	-	-	316.-	316.85	316.85	1.76	0.56	-	-	-	1.76
Ellenville	Kinberg Bros. Autom. Pts.	1,711.37	16.03	-	-	1,695.-	1,695.34	1,695.34	151.47	8.33	-	-	-	151.47
Elmira	Barker Rose and Kimball	2,828.64	16.73	5.24	-	2,806.-	2,806.67	2,021.52	172.92	8.55	785.15	157.43	20.05	330.35
Endicott	B & P Wholesale Corp.	2,208.04	7.30	-	-	2,200.-	2,200.14	2,200.14	217.83	9.90	-	-	-	217.83
Farmingdale	A & F Auto Supply Co.	243.61	-	-	-	243.-	243.31	-	-	-	243.31	-0-	-0-	-0-
Far Rockaway	Long Island Auto Parts	1,312.75	11.70	-	-	1,301.-	1,301.05	784.54	-0-	-0-	516.71	-0-	-0-	-0-
	George Smith Auto Electric	1,205.62	5.17	-	-	1,201.-	1,201.45	1,191.85	108.98	9.14	9.60	.72	7.50	109.70
Flushing	Flushing Motor Service	621.54	1.50	-	-	620.-	620.04	620.04	24.23	3.91	-	-	-	24.23
Fredonia	Pens Parts Service	3,499.56	-	-	-	3,499.-	3,499.56	2,665.24	335.89	12.60	834.32	162.64	19.49	498.53
Glen Falls	Air Land Motor Parts, Inc.	24.50	.50	-	-	24.-	24.00	24.00	.49	2.04	-	-	-	.49
	Glen Supply Co.	2,299.03	5.41	-	-	2,293.-	2,293.62	1,592.31	157.58	9.90	701.31	103.12	14.70	260.70
Haverstraw	Rockland Automotive	26.58	.98	-	-	25.-	25.60	-	-	-	25.60	2.77	10.82	2.77
Hempstead	Oman Bros. Co.	1,306.09	6.69	-	-	1,299.-	1,299.40	1,299.40	114.26	8.79	-	-	-	114.26
	The Piston Co.	654.55	4.91	-	-	649.-	649.64	649.64	37.50	5.77	-	-	-	37.50
Highland	D & D Auto Supply	2,126.79	19.59	-	-	2,107.-	2,107.20	1,952.61	176.43	9.04	154.59	25.95	16.79	202.38
Hornell	Frank B. Peck Co.	569.73	1.27	-	-	568.-	568.46	568.46	-0-	-0-	-	-	-	-0-
Hudson	Pitcher Access. Inc.	6,762.78	16.47	-	-	6,746.-	6,746.31	5,377.07	764.58	14.22	1,369.24	271.79	19.85	1,036.37
Jamaica	Shapiro Auto Parts	1,056.48	5.83	1.50	-	1,049.-	1,049.15	1,000.81	80.73	8.07	48.34	7.58	15.68	88.31
Jamestown	C.N.K. Auto Parts	580.73	10.28	1.73	-	568.-	568.72	568.72	15.73	2.77	-	-	-	15.73
	J. S. Auto Supply Co.	2,432.10	1.31	-	-	2,413.-	2,413.39	2,413.39	308.83	12.80	-	-	-	308.83

Comparison of Sales and Rebate and Discount to Customers in Specified Localities during the Year 1950.

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 46-B

Customer and Location (1)		Total Billing 1/ $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts Allowed Amount $ (8)	Ignition Line Rebates and Discounts Allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts Allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts Allowed Percent (12)	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines $ (13)
New York (cont'd)													
Kingston	Guarantee Auto Parts	16.83	.86	-	-	15.97	15.97	-0-	-0-	-	-	-	-0-
	Lynch Auto Parts	616.35	7.07	-	-	609.28	591.03	59.79	10.12	18.25	2.90	15.89	62.69
Liberty	Lewis Parts Corp.	1,949.29	2.44	-	-	1,946.85	1,914.20	188.40	9.84	32.65	4.10	12.56	192.50
Long Island City	A.T.Long Parts Co.	97.23	-	-	-	97.23	-	-	-	97.23	16.24	16.70	97.23
	J. P. Auto Parts	805.14	-	-	-	805.14	93.57	2.75	2.94	711.57	118.86	16.70	121.61
	Rappuhn Corp.	1,516.22	-	-	-	1,516.22	1,500.91	97.99	6.53	15.31	1.92	12.54	99.91
Middletown	Sarah J. Harding	2,202.65	30.40	-	-	2,172.25	1,972.93	200.77	10.18	199.32	32.86	16.49	233.63
Mineola	Walters Distributing Co.	2,079.10	14.68	4.65	-	2,059.77	1,396.97	141.23	10.11	662.80	124.82	18.83	266.05
Mt. Kisco	Mt. Kisco Auto Parts	951.43	6.68	1.18	-	943.57	859.63	-0-	-0-	83.94	-0-	-0-	-0-
Mt. Vernon	Globe Motorist Supply	845.32	10.61	-	-	834.71	786.91	32.02	4.07	47.80	7.99	16.72	40.01
	R. & H. Auto Parts Co.	1,016.83	9.75	1.70	-	1,005.38	7.49	.16	2.00	997.89	168.71	16.91	168.86
Nanuet	Nanuet Auto Mach. Co.	638.15	6.02	-	-	632.13	578.62	11.51	1.99	53.51	8.93	16.69	20.44
New Rochelle	County Motor Products	73.64	1.81	-	-	71.83	70.03	1.44	2.06	1.80	.04	2.22	1.48
New York	American Gear - Auto Parts	959.55	1.87	-	-	957.88	957.88	19.19	2.00	-	-	-	19.19
	Broadwin Supply Co.	77.72	.22	-	-	77.50	-	-	-	77.50	-0-	-0-	-0-
	E. & R. Auto Parts Co., Inc.	1,888.87	48.40	-	-	1,840.47	1,838.47	188.79	10.27	2.00	.20	10.00	188.99
	Triangle Broadway, Inc.	9.42	.30	-	-	9.12	9.12	.19	2.08	-	-	-	.19
Niagara Falls	Stewart Supply Co., Inc.	699.47	3.59	-	-	695.88	695.88	17.02	2.45	-	-	-	17.02
Oneonta	Oneonta Tire- Auto Parts	143.84	3.14	-	-	140.70	140.70	2.89	2.05	-	-	-	2.89
	W. I. Cross	407.82	4.65	-	-	403.17	403.17	11.33	2.81	-	-	-	11.33
Peekskill	Peekskill Auto Supply Co.	41.61	1.08	-	-	40.53	40.53	.35	0.86	-	-	-	.35
Plattsburgh	Plattsburgh Motor Serv.	6,556.68	5.25	39.68	-	6,511.75	5,412.26	1,176.30	21.73	1,099.49	237.25	21.58	1,413.55
Pleasantville	Pleasantville Auto Parts	492.71	4.12	-	-	488.59	480.00	29.50	6.15	8.59	1.28	14.90	30.78
Port Chester	Automotive Parts Dist.	1,066.99	9.47	-	-	1,057.52	993.62	66.59	6.70	63.90	10.66	16.68	77.25
	Mendels Auto Parts	1,890.42	9.43	4.94	-	1,876.05	1,529.36	130.62	8.54	346.69	60.22	17.36	190.84
Port Richmond	New York Motor Supply	932.38	6.13	1.03	-	925.22	925.22	109.73	11.86	-	-	-	109.73
Prattsville	Reds Auto Supply	1,407.11	.78	9.01	-	1,397.32	1,074.44	111.05	10.34	322.88	64.57	20.00	175.62
Rochester	Auto Supply & Parts	4,853.08	3.79	39.36	-	4,809.93	3,903.50	521.93	13.37	906.43	163.02	17.98	684.95
	Gordon Motor Parts, Inc.	5,504.35	22.50	24.96	-	5,456.89	5,456.89	1,157.88	21.22	-	-	-	1,157.88
	New Deal Auto Parts	305.92	4.11	-	-	301.81	301.81	9.74	3.23	-	-	-	9.74
	Sherman Battery Equip.	2,237.85	10.74	2.06	-	2,225.05	2,225.05	336.99	15.15	-	-	-	336.99
Spring Valley	Rossi Auto Parts	1,099.54	4.44	3.48	-	1,091.62	799.54	51.34	6.42	292.08	47.52	16.27	98.86
Syracuse	Group Parts, Inc.	3,687.06	9.75	-	-	3,677.31	3,052.20	664.10	21.76	625.11	135.58	21.69	799.68
	Niles Auto Supply, Inc.	6,330.56	4.10	27.01	-	6,299.45	6,299.45	1,057.17	16.78	-	-	-	1,057.17
	Syracuse Auto Parts, Inc.	2,843.34	11.16	-	-	2,832.18	2,832.18	426.52	15.06	-	-	-	426.52
Utica	Utica Gear and Auto Parts	9,100.45	4.68	62.71	-	9,033.06	6,632.34	1,380.61	20.82	2,400.72	601.63	25.06	1,982.24
Wellsville	Myers Auto Supply	2,742.50	.33	-	-	2,742.17	2,719.19	394.04	14.49	22.98	3.45	15.01	397.49
White Plains	Grayrock Auto Parts	119.50	2.36	-	-	117.14	92.29	-0-	-0-	24.87	-0-	-0-	-0-
	White Plains Motor Serv.	516.68	7.60	-	-	509.08	509.08	13.56	2.66	-	-	-	13.56
Yonkers	Maffia Bros.	343.58	7.95	-	-	335.63	134.61	1.81	1.34	201.02	26.76	13.31	28.57
	Whalen Pennell, Inc.	2,036.39	14.05	-	-	2,022.34	2,002.65	180.89	9.03	19.69	3.25	16.51	184.14

Comparison of Sales and Rebates and Discount to Customers in Specified Localities during the Year 1950.

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 46-C

Customer and Location (1)		Total Billing 1/ $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts Allowed Amount $ (8)	Ignition Line Rebates and Discounts Allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts Allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts Allowed Percent (12)	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines $ (13)
Pennsylvania													
Allentown	Bee, Inc.	5,348.20	5.51	9.75	-	5,333.94	5,333.94	787.83	14.77	-	-	-	787.83
	Gehringer-Harlacher	4,456.11	15.94	19.10	-	4,421.07	4,421.07	630.36	14.26	-	-	-	630.26
Bedford	Brown Motor Supply	653.81	11.07	-	-	642.74	642.74	20.93	3.26	-	-	-	20.93
Bellefonte	Kessinger Auto Supply	2,341.43	10.73	-	-	2,330.70	1,451.71	142.69	9.83	878.99	137.86	15.68	280.55
Berwick	Dents Motor Parts	155.76	3.21	-	-	152.55	152.55	3.11	2.04	-	-	-	3.11
Bloomsburg	Welliver Auto Parts Co.	248.79	3.80	-	-	244.99	244.99	3.94	1.61	-	-	-	3.94
Brookville	Irvin Motor Parts Co.	2,080.35	1.17	10.35	-	2,068.83	1,782.85	191.04	10.72	285.98	47.33	16.55	238.37
Canonsburg	Canon Auto Parts Co.	2,928.77	2.11	11.65	-	2,915.01	2,915.01	414.84	14.23	-	-	-	414.84
Carlisle	Shaeffer Bros.	4,876.36	4.14	-	-	4,872.22	4,872.22	494.60	10.15	-	-	-	494.60
Chambersburg	Lyons Auto Parts	2,346.78	14.88	2.06	-	2,330.04	2,330.04	245.43	10.53	-	-	-	245.43
Chester	Delaware County Motor	5,903.52	20.42	13.70	-	5,869.40	5,309.82	773.56	14.57	559.58	92.07	16.45	865.63
Clarion	Clarion Motor Co.	2,120.76	5.77	4.46	-	2,110.53	2,110.53	216.03	10.24	-	-	-	216.03
Connellsville	C. Bennetts Auto Supply	570.36	8.97	-	-	561.39	561.39	-0-	-0-	-	-	-	-0-
Corapolis	Corapolis Motor Parts	2,315.01	1.03	9.92	-	2,304.06	2,304.06	347.10	15.06	-	-	-	347.10
Danville	Otto's Auto Supply Co.	811.02	8.79	-	-	802.23	591.90	15.39	2.60	210.33	35.18	16.73	50.57
Donora	Motor Supply Co.	2,377.09	25.22	2.16	-	2,349.71	2,330.31	257.44	11.05	19.40	3.24	16.70	260.68
Easton	Way Bros.	1,288.12	11.34	-	-	1,276.78	1,098.28	118.83	10.82	178.50	30.55	17.11	149.38
Ford City	Central Service Auto Parts	137.20	-	-	-	137.20	-	-	-	137.20	22.92	16.71	22.92
Gettysburg	Gettysburg Auto Parts	2,044.05	14.84	7.84	-	2,021.37	2,021.37	194.23	9.61	-	-	-	194.23
Greensburg	Air Land Motor Parts	545.08	11.47	-	-	533.61	533.61	10.90	2.04	-	-	-	10.90
Hamburg	Hamburg Auto Ignition	40.39	1.23	-	-	39.16	39.16	-0-	-0-	-	-	-	-0-
Harrisburg	Chelsea Auto Parts	54.35	1.52	-	-	52.83	-	-	-	52.83	9.04	17.11	9.04
	Harrisburg Auto Parts	8,114.93	1.63	38.69	54.00	8,020.61	8,020.61	1,684.63	21.00	-	-	-	1,684.63
	E. Mather Co.	890.81	5.08	-	-	885.73	885.73	87.55	9.88	-	-	-	87.55
Hazleton	Chisnells Auto Electric	38.42	.52	-	-	37.90	37.90	.77	2.03	-	-	-	.77
	Kadilaks Auto Parts	461.46	7.07	-	-	454.39	269.63	8.52	3.16	184.76	26.67	14.44	35.19
Hughesville	Freezers Auto Parts	1,121.59	9.53	-	-	1,112.06	679.92	17.01	2.50	432.14	54.29	12.56	71.30
Hollidaysburg	A. Slim Carberry Auto Pts.	1,629.40	-	8.24	-	1,621.16	1,621.16	214.55	13.23	-	-	-	214.55
Indiana	Auto Parts Co., Inc.	4,995.73	3.72	19.70	-	4,972.31	4,972.31	979.93	19.71	-	-	-	979.93
Jeannette	West Penn Motor Supply	50.22	1.07	-	-	49.15	49.15	1.00	2.04	-	-	-	1.00
Jessup	Mapdel Bros.	796.01	1.12	-	-	794.89	709.15	10.81	1.52	85.74	14.51	16.92	25.32
Johnstown	Cambria Equipment Co.	4,377.33	36.65	-	108.00	4,232.68	3,491.05	709.07	20.31	741.63	166.20	21.60	869.27
Kingston	Stull Bros.	3,224.57	5.01	-	-	3,219.56	3,219.56	476.77	14.81	-	-	-	476.77
Kittanning	Armstrong Automotive	150.73	3.25	-	-	147.48	139.72	6.69	4.79	7.76	1.16	14.95	7.85
Knox	Knox Auto Parts Supply	950.64	15.39	-	-	935.25	935.25	94.83	10.14	-	-	-	94.83
Lehighton	Lusch Motor Parts	1,614.97	7.20	-	-	1,607.77	1,607.77	135.61	8.44	-	-	-	135.61
Lock Haven	Economy Auto Parts Co.	6,712.10	36.21	7.90	18.00	6,649.99	5,613.90	990.66	17.65	1,036.09	195.03	18.82	1,141.15
Mercer	Keystone Motor Parts Co.	2,019.24	6.42	-	20.00	1,992.82	1,992.82	333.65	16.74	-	-	-	333.65
Milton	Clemens Machine Shop	68.54	1.44	-	-	67.10	67.10	1.37	2.04	-	-	-	1.37
New Castle	Hables	2,355.56	7.71	9.47	-	2,338.38	2,321.88	219.43	9.45	16.50	2.76	16.73	222.19
New Kensington	New Kensington Auto Parts	1,902.75	6.43	-	-	1,896.32	1,850.24	194.03	10.49	46.08	7.69	16.69	201.72
Norristown	Parts Service Co.	616.21	8.50	-	-	607.71	607.71	20.48	3.37	-	-	-	20.48
Old Forge	Wint's Auto Parts Co.	627.41	4.80	2.11	-	620.50	234.28	22.86	9.76	386.22	71.61	18.54	94.47
Pennbrook	Pauls Electric Service	922.56	8.18	-	3.28	911.10	877.61	69.68	7.94	33.49	5.62	16.78	75.30

Comparison of Sales and Rebate and Discount to Customers in Specified Localities during the Year 1950.

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 46-D

Customer and Location (1)		Total Billing 1/ $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts Allowed Amount $ (8)	Ignition Line Rebates and Discounts Allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts Allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts Allowed Percent (12)	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines $ (13)
Pennsylvania (cont'd)													
Philadelphia	Auto Gear & Parts Co.	11,320.15	11.50	-	-	11,308.65	11,308.65	2,344.22	20.73	-	-	-	2,344.22
	Berrodin Auto Supply Co.	134.42	1.86	-	-	132.56	132.56	13.34	10.06	-	-	-	13.34
	Casanave Supply Co.	39.68	1.43	-	-	38.25	38.25	.80	2.09	-	-	-	.80
	E. P. Rotzell Co.	5,887.62	4.73	29.53	1.85	5,851.51	5,367.02	1,158.52	21.59	484.49	105.05	21.68	1,263.57
	Wislawn Auto Parts	465.41	6.29	-	-	459.12	459.12	46.51	10.13	-	-	-	46.51
Phoenixville	Clayton L. Stauffer	683.42	-	3.29	18.00	662.13	45.00	.90	2.00	617.13	134.30	21.76	135.20
Pittsburgh	Motive Parts Co. of Pa.	25,605.06	7.06	121.16	8.64	25,468.20	25,468.20	5,513.36	21.65	-	-	-	5,513.36
	Pittsburgh Auto Equipment	7,218.41	24.85	29.43	-	7,164.13	7,164.13	1,553.02	21.68	-	-	-	1,553.02
	Superior Auto Access.	1,260.35	4.57	2.16	-	1,253.62	1,253.62	263.08	20.99	-	-	-	263.08
	TriState Mfg. & Supply	8,295.70	14.33	-	-	8,281.37	6,275.10	911.67	14.53	2,006.27	392.15	19.55	1,303.82
Pottsville	Battery Service Co.	86.61	1.94	-	-	84.67	81.67	1.68	2.06	3.00	.06	2.00	1.74
	Electric Repair Shop	52.88	1.31	-	-	51.57	51.57	1.05	2.04	-	-	-	1.05
	G. T. Bradbury	744.32	11.67	-	-	732.95	558.01	8.95	1.60	174.94	25.42	14.53	34.37
	Henry's Auto Parts	131.79	2.46	-	-	129.33	-	-	-	129.33	20.93	16.18	20.93
Pottstown	Nottle Auto Parts	302.06	4.58	-	-	297.48	297.48	9.34	3.14	-	-	-	9.34
Punxsutawney	Mack's Auto Supply	238.10	2.05	-	-	236.05	236.05	8.72	3.69	-	-	-	8.72
Reading	Arlington Hoffert	440.24	.52	-	-	439.72	439.72	55.17	12.55	-	-	-	55.17
	L. M. Killian	319.62	7.44	-	-	312.18	312.18	14.43	4.62	-	-	-	14.43
	J. A. Yerger, Inc.	2,633.73	9.20	3.39	18.00	2,603.14	2,320.17	291.78	12.58	282.97	44.81	15.84	336.59
	E. S. Youse Co., Inc.	2,172.69	6.61	7.93	-	2,158.15	2,158.15	249.61	11.57	-	-	-	249.61
Ridgeway	E. & G. Auto Supply	2,325.71	6.44	6.79	-	2,312.48	2,208.00	266.69	12.08	104.48	17.44	16.69	284.13
Scranton	Ackerson-Weinberg Co.	109.33	2.79	-	-	107.14	107.14	2.19	2.04	-	-	-	2.19
	Daves Auto Parts	277.48	.50	-	-	276.98	208.86	-0-	-0-	48.59	-0-	-0-	-0-
	Chas. B. Scott Co.	3.07	.30	-	-	2.77	2.77	.06	2.17	-	-	-	.06
	Hy-Grade Tire Supply	517.02	5.10	-	-	511.92	511.92	51.21	10.00	-	-	-	51.21
	N. & W. Auto Parts & Assocc.	763.65	.59	4.51	-	758.55	559.59	81.66	14.59	198.96	32.14	16.15	113.80
	Penn Auto Parts Co.	842.45	1.54	-	36.00	804.91	804.91	119.05	14.79	-	-	-	119.05
	Sterling Auto Supply	1,513.94	3.83	2.11	-	1,508.00	1,508.00	146.55	9.72	-	-	-	146.55
Simpson	Simpson Auto Parts	820.11	4.96	-	-	815.15	546.34	37.64	6.89	268.81	25.80	9.60	63.44
State College	Clark Auto Equip. Co.	507.31	5.19	-	-	502.12	502.12	43.81	8.73	-	-	-	43.81
Stroudsburg	Edward R. Lawson	1,613.74	5.07	2.11	-	1,606.56	1,606.56	162.62	10.12	-	-	-	162.62
Tarentum	C.B.S. Auto Parts, Inc.	878.92	-	8.06	-	870.86	870.86	97.10	11.15	-	-	-	97.10
Titusville	Serrins Auto Parts	2,935.63	16.30	20.85	-	2,898.48	2,374.94	402.38	16.94	523.54	102.08	19.50	504.46
Towanda	A. C. Smith	2,146.64	.29	7.61	-	2,138.74	2,138.74	296.50	13.86	-	-	-	296.50
Uniontown	Auto Parts Co.	491.47	5.33	-	-	486.14	486.14	30.10	6.19	-	-	-	30.10
	The Automotive Co.	1,761.88	2.50	1.99	-	1,757.39	1,757.39	230.45	13.11	-	-	-	230.45
Warren	The R. W. Norris Co.	608.42	7.26	-	-	601.66	601.66	60.82	10.11	-	-	-	60.82
Wilkes-Barre	Shapiro Auto Supply Co.	198.74	-	-	-	198.74	149.47	21.74	14.55	49.27	11.96	24.27	33.70
	Kitsee Auto Store	2,027.46	4.27	2.11	-	2,021.08	2,021.08	241.76	11.96	-	-	-	241.76
	Blackman Auto Parts Co.	300.25	1.14	4.22	-	294.89	-	-	-	294.89	45.03	15.27	45.03
York	Pipersberg Auto Parts Co.	2,845.66	1.69	-	-	2,843.97	2,843.97	379.36	13.34	-	-	-	379.36

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 46-E

Docket 5913 - P. & C. MANUFACTURING CO., INC.

Comparison of Sales and Rebate and Discount to Customers in Specified Localities during the Year 1950.

Customer and Location (1)		Total Billing 1/ $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts Allowed Amount $ (8)	Ignition Line Rebates and Discounts Allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts Allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts Allowed Percent (12)	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines $ (13)
Connecticut													
Bridgeport	Bridgeport Auto Parts, Inc.	924.40	7.34	-	-	917.06	908.06	53.23	5.86	9.00	1.35	15.00	54.58
	Collins Leary, Inc.	2,138.32	8.52	-	-	2,189.80	2,189.80	182.94	8.35	-	-	-	182.94
Hartford	Solomons Autom. Supply	302.12	9.78	-	-	292.34	228.57	21.58	9.44	63.77	7.90	12.39	29.48
Meriden	Franks Auto Parts	441.51	7.01	-	-	434.50	434.50	8.90	2.05	-	-	-	8.90
New Haven	Connecticut Bearing Co.	1,200.52	7.84	-	-	1,192.68	1,192.68	157.23	13.18	-	-	-	157.23
New London	Mohegan Auto Parts Co.	1,149.50	11.57	-	-	1,137.93	1,137.93	60.36	5.30	-	-	-	60.36
Norwich	Norwich Auto Parts Co.	2,579.28	6.77	-	-	2,572.51	1,768.39	206.89	11.70	804.12	170.01	21.14	376.90
Stamford	Standard Auto Equip. Co.	1,172.56	11.75	-	-	1,160.81	1,084.72	65.22	6.01	76.09	7.58	9.96	72.80
	Chas. L. Wounddy, Inc.	1,621.70	6.75	-	-	1,614.95	1,614.95	190.68	11.81	-	-	-	190.68
Torrington	Harry's Auto Parts	30.79	.87	-	-	29.92	-	-	-	29.92	5.03	16.81	5.03
Maine													
Bangor	N. H. Bragg Sons	4,479.11	16.67	19.15	-	4,443.29	4,443.29	742.26	16.71	-	-	-	742.26
Massachusetts													
Boston	Harvey Sales	16.27	.43	-	-	15.84	15.84	.02	.13	-	-	-	.02
"	MacEllis Tire Supply	466.23	2.05	2.16	-	462.02	430.62	28.11	6.53	31.40	5.25	16.72	33.36
"	*Standard Auto Gear	10,822.22	3.91	30.00	-	10,788.31	10,788.31	2,339.09	21.68	-	-	-	2,339.09
Cambridge	Auto Electric Service	717.04	2.52	-	-	714.52	596.07	81.17	13.62	118.45	17.81	15.04	98.98
Fall River	*Wm. T. Manning Co.	90.51	1.78	-	-	88.73	88.73	19.54	22.02	-	-	-	19.54
	W. N. Leach Co.	4,458.21	24.56	-	-	4,433.65	4,429.85	555.15	12.53	3.80	.38	10.00	555.53
Greenfield & Northampton	*Tarbell-Watters Co.	648.61	2.50	-	-	646.11	646.11	139.89	21.65	-	-	-	139.89
Haverhill	Kassel Auto Parts Co.	491.47	1.49	4.32	-	485.66	-	-	-	485.66	93.01	19.15	93.01
Holyoke	J. Russell Co.	3,840.62	15.54	-	-	3,825.08	2,775.58	404.31	14.57	1,049.50	180.92	17.24	585.23
New Bedford	*Wm. T. Manning Co.	175.56	3.21	-	-	172.45	172.45	37.85	21.95	-	-	-	37.85
Northampton	Plumb Auto Supply Co.	2,073.99	3.55	5.90	-	2,064.54	2,064.54	271.74	13.16	-	-	-	271.74
Salem	Jaynes Auto Supply	683.04	2.70	2.15	-	678.18	541.42	31.12	5.75	136.76	23.58	17.24	54.70
Springfield	E. B. Atmus	4.41	.09	-	-	4.32	4.32	.09	2.01	-	-	-	.09
Springfield & Pittsfield	*Tarbell-Watters Co.	3,514.97	5.34	-	-	3,509.63	3,509.63	751.54	21.41	-	-	-	751.54
Waldiron	Waldron Auto Parts	1,657.10	4.00	7.71	-	1,645.39	1,113.06	94.25	8.47	532.33	84.10	15.80	178.35
Worcester-	Foley's Motor Tire Service	1,237.99	11.53	-	-	1,226.46	1,226.46	123.79	10.09	-	-	-	123.79
New Hampshire													
Lisbon	*Lisbon Co.	6.14	.26	-	-	5.88	5.88	1.32	22.45	-	-	-	1.32
Manchester	Anderson Marshall Co.	755.03	12.36	-	-	742.67	742.67	75.49	10.17	-	-	-	75.49
Rhode Island													
Newport	*Wm. T. Manning Co.	215.32	2.63	-	-	212.69	205.05	43.28	21.11	7.64	1.65	21.60	44.93
Providence	*Mellors Auto Parts	1,191.02	6.48	-	-	1,184.54	1,184.54	257.73	21.76	-	-	-	257.73
Vermont													
Rutland	*Tarbell-Watters Co.	258.17	.60	-	-	257.57	257.57	57.92	21.65	-	-	-	57.92

1/ Less Misc. returns.

* Members of Six-State Associates.

FEDERAL TRADE COMMISSION
Docket No. 5913 Commission's Exhibit No. 47
In the Matter of P & D Mfg. Co.
Date 10-23-53 Witness
ELECTREPORTER, INC. Official Reporter
By

Docket 5913 - P. & D. MANUFACTURING CO., INC.

Comparison of Rebate and Discount allowed to Six-State Associates, Boston, Mass. on Sales to its Members during the Year 1950.

Customer and Location (1)		Total Billing[1] $ (2)	Parcel Post and Insurance $ (3)	Freight Allowances $ (4)	Net Items $ (5)	Total Sales Subject to Rebate and Discount $ (6)	Ignition Line Sales $ (7)	Ignition Line Rebates and Discounts allowed Amount $ (8)	Ignition Line Rebates and Discounts allowed Percent (9)	Fuel Pump Line Sales $ (10)	Fuel Pump Line Rebates and Discounts allowed Amount $ (11)	Fuel Pump Line Rebates and Discounts allowed Percent (12)	Total Rebates and Discounts allowed on Ignition and Fuel Pump Line $ (13)
Massachusetts													
Boston	Standard Auto Gear	10,822.22	3.91	30.00	-	10,788.31	10,788.31	2,339.09	21.68	-	-	-	2,339.09
Fall River	Wm. T. Manning Co.	90.51	1.78	-	-	88.73	88.73	19.54	22.02	-	-	-	19.54
Greenfield & Northampton	Tarbell-Watters Co.	648.61	2.50	-	-	646.11	646.11	139.89	21.65	-	-	-	139.89
New Bedford	Wm. T. Manning Co.	175.66	3.21	-	-	172.45	172.45	37.85	21.95	-	-	-	37.85
Springfield & Pittsfield	Tarbell-Watters Co.	3,514.97	5.34	-	-	3,509.63	3,509.63	751.54	21.41	-	-	-	751.54
	Larry's Service Center 2/	57.05	-	-	-	57.05	57.05	1.14	2.00	-	-	-	1.14
New Hampshire													
Lisbon	Lisbon Co.	6.14	.26	-	-	5.88	5.88	1.32	22.45	-	-	-	1.32
Rhode Island													
Newport	Wm. T. Manning Co.	215.32	2.63	-	-	212.69	205.05	43.28	21.11	7.64	1.65	21.60	44.93
Providence	Mellors Auto Parts	1,191.02	6.48	-	-	1,184.54	1,184.54	257.73	21.76	-	-	-	257.73
Vermont													
Rutland	Tarbell-Watters Co.	268.17	.60	-	-	267.57	267.57	57.92	21.65	-	-	-	57.92
Total		$16,989.67	$ 26.71	$ 30.00	$ -	$16,932.96	$16,925.32	$ 3,649.30	21.55	$ 7.64	$ 1.65	21.60	$ 3,660.09

1/ Less Misc. Returns.

2/ Shipped to Larry's Service Center which apparently is not a member of Six-State Associates, and received a 2% discount.

Commission's Exhibit 48 181
FEDERAL TRADE COMMISSION
5913 Commission Exhibit No. 48
P & D Mfg. Co.
DATE 10-27-53 ACCEPTED
By

Comparison of Rebate and Discount Allowed to Warehouse Distributors, Inc. Chattanooga, Tenn. on Sales to its Members with Rebate and Discount Allowed on Sales to Other Customers in the Same Localities during the Year 1950.

Customer and Location		Total Billing 1/	Parcel Post and Insurance	Freight Allowances	Net Items	Total Sales Subject to Rebate and Discount	Ignition Line Rebates and Discounts Allowed		Total Sales Subject to Rebate and Discount	Ignition Line Rebates and Discounts Allowed		Fuel Pump Line Rebates and Discounts Allowed		Redistribution Rebate	Total Rebates and Discounts Allowed on Ignition and Fuel Pump Lines
							Sales	Amount		Sales	Amount	Percent	Sales	Amount	Percent	Amount	
		(1)	(2)	(3)	(4)	(5)	(6)	(7)		(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
			$	$	$	$	$	$		$	$	$		$	$		$	$
Gadsden, Ala.	Alabama City Auto Parts	*	201.55	-	-	-	201.55	201.55		201.55	201.55	23.79	11.80	-	-	-	-	23.79
Washington, D. C.	Phelps Roberts Corp.	*	1,021.11	13.46	-	-	1,007.65	1,007.65		1,007.65	1,007.65	219.15	21.75	-	-	-	-	219.15
Atlanta, Ga.	John Rogers Co.	*	424.28	1.45	-	-	422.83	422.83		422.83	422.83	91.56	21.65	-	-	-	-	91.56
	Piston Ring Pts. Co.		15,568.12	19.72	105.27	-	15,443.13	14,857.20	3,	15,443.13	14,857.20	3,176.45	21.38	585.93	125.30	21.38	420.24	3,721.99
	Standard Parts, Inc.		2,150.66	-	5.90	-	2,144.76	2,124.05		2,144.76	2,124.05	319.47	15.04	20.71	3.35	16.18	-	322.82
Lexington, Ky.	Wommell Auto Parts	*	19,266.94	27.20	104.64	-	19,135.00	19,135.00	4,	19,135.00	19,135.00	4,117.28	21.52	-	-	-	89.72	4,207.00
Athens, Tenn.	Harts Auto Parts Co.	*	173.62	-	-	-	173.62	173.62		173.62	173.62	20.43	11.30	-	-	-	-	20.43
Chattanooga, Tenn.	Auto Parts Warehouse	*	14,463.26	-	44.44	-	14,438.82	14,438.82	3,	14,438.82	14,438.82	3,095.04	21.37	-	-	-	257.03	3,342.07
Lewisburg, Tenn.	Lewisburg Auto Parts	*	105.55	.55	-	90.00	(15.00	(15.00	.00	(15.00	(15.00	1.86	12.40)	-	-	-	-	3.86
							(90.00	(90.00		(90.00	(90.00	1.80	2.00)					
Maryville, Tenn.	Harts Auto Parts Co.	*	280.43	-	-	20.00	(260.43	260.43	.00	(260.43 | 260.43 | 30.73 | 11.80)	-	-	-	-	31.13
							(20.00	(20.00		(20.00	(20.00	.40	2.00)					
Fredericksburg, Va.	Richmond Auto Parts	*	143.81	-	-	-	143.81	143.81		143.81	143.81	31.02	21.60	-	-	-	-	31.02
Charleston, W. Va.	Motor Supply	*	15,094.39	.71	61.20	18.00	(18.00	(18.00	.00	(18.00	(18.00	.36	2.00)	-	-	-	-	3,150.68
							(14,996.47	(14,996.47	3,	(14,996.47	(14,996.47	3,130.32	21.21)					
	A. & I. Supply Co.		6,779.79	5.41	40.74	-	6,733.64	6,733.64	1,	6,733.64	6,733.64	1,330.43	19.76	-	-	-	-	1,330.43

1/ Less Misc. Returns.

* Member of Warehouse Distributors, Inc.

TWENTY-NINTH PROPOSED FINDING

Commission action, under Section 7(c) of the Administrative Procedure Act, must be supported by reliable,
71 probative, and substantial evidence. And Counsel supporting the Complaint has the burden of proof. Respondents are not required to introduce any evidence and where that burden has not been sustained, the cases have been dismissed.

AUTHORITIES RELIED ON

60 Stat. 241, 5 U.S.C. 1006c. Opinions of Commission in Matters of Pillsbury Mills, Inc., Docket 6000, Champion Spark Plugs, Docket 3977, General Motors, etc., Docket 5620, and Auto Lite Company, Docket 5624.

THIRTIETH PROPOSED FINDING

The standard for determining the unlawfulness of an unjustified price discrimination, namely, the substantiality of the effects reasonably probable, is the same whether the competitive injury occurs at the seller level or at the customer level. The fact of injury is to be determined in all cases by a consideration of all the competent and relevant evidence and the inferences which may reasonably be drawn therefrom. Under differing circumstances the proof necessary to establish injury or even make out a prima facie case will differ.

AUTHORITIES RELIED ON

Opinion of the Commission in the Matter of General Foods Corporation, Docket 5675.

THIRTY-FIRST PROPOSED FINDING

72 There is no reliable, probative and substantial evidence establishing competition between any two automotive parts jobbers purchasing respondent's automotive products in the resale thereof. It therefore follows that there are no adverse effects to consider in the secondary line of commerce.

RECORD REFERENCES.

The entire record as hereinabove analyzed.

THIRTY-SECOND PROPOSED FINDING

There is no reliable, probative and substantial evidence establishing that as the result of respondent's pricing practices, any of the statutory adverse effects alleged in the Complaint are reasonably probable in the primary line of commerce in which respondent is engaged and in the opinion of the Hearing Examiner no case has been made out in the primary line.

RECORD REFERENCES.

Tr. 426. Statement of the Hearing Examiner.

THIRTY-THIRD PROPOSED FINDING

There is no evidence whatsoever with respect to the tertiary line of commerce or to adverse effects therein.

RECORD REFERENCES.

Unable to find any evidence in the record.

73 THIRTY-FOURTH PROPOSED FINDING

Assuming that there is reliable, probative and substantial evidence that respondent has discriminated in price between different purchasers of its automotive products, by granting larger discounts or rebates on the same type of products to some purchasers than to others, competitively engaged in the resale thereof, such discrimination is not a violation of the statute as alleged in the Complaint because there is no reliable, probative and substantial evidence that, as the result of respondent's pricing practices, the statutory adverse effects alleged in the Complaint are reasonably probable in the secondary line of